

SEP 12 1924

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVI. NEW YORK, SEPTEMBER 6, 1924 No. 10

SECOND GENEROUS PRINTING NOW READY



*Undaunted, they chose to drive their flocks to some new country—to follow the grass, as sheepmen ever have done.*

## Following the Grass

By HARRY SINCLAIR DRAGO

Author of "Out of the Silent North,"  
"The Smoke of the .45," etc.

A true and graphic picture of the settling of Northern Nevada, of the sheep episode and the beginning of the State's greatest factional feud—the war of cowboy and herder—and the resulting hatred and prejudice that were bequeathed to the generations to come.

"May rightfully take a unique place among the fiction which colors the often prosaic pages of pioneering history."—The N. Y. Times.

Beautiful Illustrated Wrapper and Frontispiece, \$2.00 net

THE MACAULAY CO.

Publishers

NEW YORK



Over the dunes came the creeping figures of the two crooks, heading for the treasure.

Crumley gripped his shot gun as he flattened to the sand.

Then cold terror froze him . . . where was Mary?

Do *you* want an adventure, several intense hours, tingling with excitement? Read

## The Green Stone

By

**HAROLD  
MAC GRATH**

*Harold MacGrath has wandered here and there through most of the strange places of the world. He knows the lure of adventure and he writes about it in an alluring way that only a few men can equal. This story is a mystery tale that will rivet your attention from cover to cover. Published Sept. 12.*

Price, net, \$2.00



*Doubleday, Page & Co.*

GARDEN CITY, NEW YORK

IN CANADA: 25 RICHMOND ST., W., TORONTO



*A Novel of*  
*Striking*  
*Human Interest*

# SACKCLOTH AND SCARLET

By GEORGE GIBBS, *Author of "The Yellow Dove," "Fires of Ambition," etc'*

George Gibbs has a theme of great power in his new novel. The story deals with two sisters and displays how a fine, big-hearted character is forced to shoulder the ill-deeds of the weak and irresponsible. In the figures of two modern girls Mr. Gibbs records the difficulties entailed by the weak nature of the one and the heartening come-back due to the strength of the other. It is a novel powerful in its effect upon all who seen just such a situation develop in real life—and who has not?

Watch this human problem of Mr. Gibbs' arresting novel awaken the widest kind of interest. Novel readers will welcome the inspiring quality of the great love that the big character of the book deserves—and that she finds. And in addition an important section of the story involves a situation in Washington in which the characters are involved strikingly like that of the oil and similar scandals of which all the world is talking these days.

*Frontispiece by the author.*

\$2.00

35 W. 32nd St.  
New York

**D. APPLETON & COMPANY**

25 Bedford St.  
London





Ready September 17th

## ANTHONY DARE'S PROGRESS

By Archibald Marshall

Mr. Marshall's extensive following will welcome this new addition to the "Anthony Dare" series. Uniform with Marshall's other novels. \$2.00

## GOLDEN BALLAST

By H. de Vere Stacpoole

The passions of men, the lure of the sea, the mystery of a strange treasure trove fill this adventurous tale. \$2.00

## SUNCLOUDS

By Octavus Roy Cohen

Hilarious darky stories of rollicking comedy, hair-raising drama and astonishing climaxes. \$2.00

## PATRICIA ELLEN

By Mary Wiltshire

"It strikes so true a human note there is little doubt that the novel will become popular with a large section of people."—*Spectator*. \$2.00

## THE RED THUMB MARK

By R. Austin Freeman

A detective story of the modern criminal, a highly trained specialist in his field, pitted against a new Sherlock Holmes. \$2.00

## THE COMING OF AMOS

By William J. Locke

A whimsical story of an Australian bush-ranger suddenly entangled in the most sophisticated social circles of Europe. \$2.00

## THE GARDEN OF FOLLY

By Stephen Leacock

Hilarious laughs at life's problems, joyous chuckles at our world's latest follies by the incomparable humorist. \$2.00

Coming October 4th

## EAST OF THE SETTING SUN

By George Barr McCutcheon

Author of "Graustark," etc.

The new novel of Graustark—the most glorious romance of all. The love story of a bewitching princess of the old world and an intrepid young American. \$2.00

DODD, MEAD & COMPANY



PUBLISHERS  
SINCE 1839

NEW YORK



2

very large printings  
before publication

Arthur Train's

THE NEEDLE'S  
EYE

By the author of "His Children's Children"

*Published September 19th. \$2.00*

[[ John Galsworthy's "The White Monkey"  
will be published October 24th. It will be  
the most widely read book by the greatest  
English novelist writing to-day. \$2.00 ]]

CHARLES SCRIBNER'S SONS, FIFTH AVENUE, NEW YORK

## Harcourt, Brace & Company

### 3 Printings in 3 Weeks

#### BECAUSE

"'A Passage to India' is the novel of the season."—*Chicago Daily News*.

#### BECAUSE

It is "a bewilderingly vivid presentation of life. Mr. Forster is now at the height of his powers."—*New York Times*.

#### BECAUSE

"By all odds the finest novel that has come across the Atlantic this year. One of the most perfectly done and significant pieces of fiction we have read in years."—*New York Evening Post*.

#### BECAUSE

This is "beyond question one of the artistic events of the season."—*New York Sun*.

#### BECAUSE

It is "the crown of a remarkable gift, the most brilliant and satisfying of his novels."—H. W. MASSINGHAM in *The New Statesman*.

#### BECAUSE

It is "a brilliant comedy of manners and a delightful entertainment."—ROSE MACAULAY in *The Daily News*.

#### BECAUSE

It is "full of passages of universal beauty, of universal interest."—REBECCA WEST, in *The Saturday Review*.

#### BECAUSE

"What a book this is, what flights of writing, turns of philosophy. Should be your first purchase from the fall list."—LAURENCE STALLINGS, in *New York World*.

#### BECAUSE

"An immense, imaginative picture—an unusual novel."—*Philadelphia Record*.

#### BECAUSE

"It is a book worth waiting for."—J. C. MINOT, *Boston Herald*.

## A Passage to India

By E. M. Forster

\$2.50

**Harcourt, Brace & Company**

*A Great Religious Standard*

# **BEST SERMONS 1924**

*Edited by*  
**JOSEPH FORT NEWTON**

PASTOR OF THE CHURCH OF THE DIVINE PATERNITY, NEW YORK CITY; LATE OF THE CITY TEMPLE, LONDON. AUTHOR OF "LIVING MASTERS OF THE PULPIT"

**This book will have sales equal to the combined  
sales of these authors—and more**

**W. RUSSELL BOWIE**  
Grace Episcopal Church,  
New York  
"THE REVEALING LIGHT"

**GAIUS GLENN ATKINS**  
First Congregational Church,  
Detroit  
"THE PRICE OF THE BEST"

**RICHARD ROBERTS**  
The American Church,  
Montreal  
"THE SURVIVAL OF FAITH"

**RALPH W. SOCKMAN**  
Madison Avenue Methodist  
Church, New York  
"THE SALT OF THE EARTH"

**HARRY EMERSON FOSDICK**  
First Presbyterian Church,  
New York  
"BELIEF IN CHRIST"

**CHARLES W. GILKEY**  
Hyde Park Baptist Church,  
Chicago  
"THE MOUNTAINS OF GOD"

**HALFORD E. LUCCOCK**  
Methodist Board of Foreign  
Missions  
"THE OLD-TIME RELIGION"

**NEWELL DWIGHT HILLIS**  
Plymouth Church, Brooklyn  
"THE BLEEDING VINE"

**JOHN EDWARD BUSHNELL**  
Westminster Presbyterian  
Church, Minneapolis  
"THE FLAMING SWORD"

**ROBERT NORWOOD**  
St. Paul's Episcopal Church,  
Overbrook, Philadelphia  
"ON LOVING AN ENEMY"

**HOBART D. McKEEHAN**  
St. Paul's Reformed Church,  
Dallastown, Pa.  
"THE RADICALISM OF  
JESUS"

**HERBERT E. HAWKES**  
Dean of Columbia College,  
New York  
"THE YOUNGER GENERA-  
TION"

**ERNEST E. TITTLE**  
First Methodist Church,  
Evanston, Illinois  
"THE SUPREME LOYALTY"

**BURRIS A. JENKINS**  
Linwood Christian Church,  
Kansas City  
"KNEE-DEEP IN JUNE"

**JAMES GORDON GILKEY**  
South Congregational Church,  
Springfield, Mass.  
"THE SOURCES OF  
SURPLUS POWER  
IN HUMAN LIFE"

**FREDERICK F. SHANNON**  
Central Church, Chicago  
"THE REALISM AND  
IDEALISM OF LIFE"

**LYNN HAROLD HOUGH**  
Central Methodist Church,  
Detroit  
"THE NATURE OF  
RELIGION"

**WILLIAM P. MERRILL**  
The Brick Church, New York  
"THE TRUE PROTESTANT-  
ISM"

**GEORGE A. GORDON**  
Old South Church, Boston  
"THE ULTIMATE GROUND  
OF HOPE"

**JAMES P. HUGET**  
Tompkins Avenue Congrega-  
tional Church, Brooklyn  
"A SCRAP OF SUNSET"

**\$2.50**

The first of a series to be published annually. These collections are open to all American creeds and denominations—to modernist, fundamentalist, to "gospel" sermons, doctrinal expositions, to sermons concerned with social conditions and the everyday vicissitudes of human life, and to discussions of the great questions of human destiny.



A New Gillilan Book

# Laugh It Off

By

**STRICKLAND GILLILAN**

**A** NEW BOOK by Gillilan is a big event to the millions who have read his books or heard him lecture. He is America's favorite humorist and the most popular author-lecturer on the platform.

This book pokes fun at Fear. Many people do not know how funny Fear is. When a humorist-philosopher like Gillilan undertakes to point the finger of scorn at a subject hitherto looked upon as a bugaboo, something has to happen. Well, he pointed, it happened, and the happening is in this volume.

"Strickland Gillilan is the official dispenser of sunshine to the American people."—*The Outlook*.

"Gillilan makes folks laugh the good wholesome laughs that are good for all ailments.—*New York Times*.

*Picture Jacket in Colors*

Price \$1.25

---

## GILLILAN'S OTHER BOOKS

INCLUDING FINNIGIN  
INCLUDING YOU AND ME

A SAMPLE CASE OF HUMOR  
SUNSHINE AND AWKWARDNESS

Each \$1.25

*All Are Steady Sellers*

**FORBES & COMPANY, 443 S. Dearborn St., CHICAGO**

A New Lowry Book**What Does Your Child Weigh****By DR. E. B. LOWRY***Author of "Herself," etc.*

**T**HIS important and much-needed book is a complete guide to the health care of children from two to fifteen years old. It contains full directions for diet, development, health habits, the correction of physical defects and everything necessary to give the growing child a sound body.

The author is a famous child health expert and is the world's most popular medical writer. No person in any way concerned with children can afford to be without this exceedingly helpful book.

"Dr. Lowry's books are excellent and can be safely recommended."—*The Journal of the American Medical Association*, the official journal of the medical profession.

"The books by Dr. Lowry combine medical knowledge and simplicity in an unprecedented way. The volumes are written with scientific accuracy and clearness."—*The Journal of Education*, Boston.

Price \$1.25

**THE FAMOUS LOWRY BOOKS****HERSELF  
HIMSELF****THE WOMAN OF FORTY****PREPARING FOR WOMANHOOD****THE HOME NURSE****YOUR BABY**

Each \$1.25

**CONFIDENCES  
TRUTHS****FALSE MODESTY****TEACHING SEX HYGIENE**

Each 60 cts.

*Big Selling Staples***FORBES & COMPANY, 443 S. Dearborn St., CHICAGO**

# BOOKS TO READ THIS FALL

## **The Annals of Sennacherib** By D. D. LUCKENBILL

Based on a prism containing the final edition of Sennacherib's royal annals in almost as perfect form as when it came from the hands of the ancient scribe, this translation gives a new view of a past age. \$4.00

## **Oriental Forerunners of Byzantine Painting**

By JAMES H. BREASTED

An illustrated record of the remarkable wall paintings discovered in the ancient Eastern stronghold of Dura-Salibiyah. \$4.00

## **Our Physical World**

By ELLIOT R. DOWNING

Provides the parent and teacher with the subject-matter of elementary physical science, as exemplified in toys and familiar home appliances. \$2.50 and \$3.50

## **Immigration**

By EDITH ABBOTT

Laws, reports from organizations and individuals, and a remarkable set of social case records on the immigrant. \$4.50

## **Psychological Tests in Business**

By A. W. KORNHAUSER and F. A. KINGSBURY

A non-technical, impartial account of the fundamental procedure in adapting and using psychological tests in business. \$1.90

## **The Economics of Overhead Costs**

By J. MAURICE CLARK

A pioneer study of one of the most important economic subjects before the business man and economist today. \$4.00

## **The Electron**

By ROBERT M. MILLIKAN

A standard work brought completely down-to-date, including even the Compton effect. \$1.75

## **Some Contemporary Americans**

By PERCY HOLMES BOYNTON

Mr. Boynton interprets the drama, the short story, the novel, and the poet's art from his background of American life and tradition, and gives his personal reactions to the new literary modes, forms, and men. He writes of Amy Lowell, Robert Frost, and Boston as a New Englander; and of Masters, Sandburg, and Dreiser as a Chicagoan. He is the individual who finds himself "neither a pessimist, nor altogether a nincompoop," who has set about to analyze the fashionable attitude of pessimism à la mode. Here is the professor's point of view presented with a vigor that gives promise of intellectual warfare. \$2.00

## **Non-Voting: Causes and Methods of Control**

By CHARLES E. MERRIAM and HAROLD F. GOSNELL

An actual inquiry into the political interests or motives of 6000 voters, of the impulse that animates them to vote or of the obstacles—physical, legal or otherwise—that inhibit them from voting. After a description of the method of inquiry and a general analysis of the causes of non-voting, each important reason is analyzed at length: physical difficulties, legal and administrative obstacles, disbelief in woman's voting, disgust with politics, general indifference and inertia. \$1.60 and \$2.50

Mr. Gosnell is also the author of "Boss Platt and his New York Machine," a study of the political leadership of Thomas C. Platt, Theodore Roosevelt, and others. \$3.00

## **The New Testament**

An American Translation

By EDGAR J. GOODSPEED

Since William Tyndale in 1525 made the first one from the Greek, there have been many translations of the New Testament into English. Each has been offered to the readers of its period in the hope that in it more and more people would find an intelligible and inspiring message. In this translation, Professor Goodspeed has sought to give to American readers of the twentieth century the clearest conception possible of the original meaning of these documents as the early Greek Christians wrote them. He has removed the stumbling-blocks of a centuries-old vocabulary, a mechanical word-by-word translation, and a disturbing verse division that retards and discourages the reader. \$1.50 to \$5.00

*These Books are only a few of the significant recently-issued publications of*

**THE UNIVERSITY OF CHICAGO PRESS, Chicago, Illinois**



# The CUPID and LION

ON August 30th, 1924 we published our first four books, viz: *The Flaming Terrapin*, by Roy Campbell (\$2.00 net), *Stories from The Dial* (\$2.50 net), *The Master Criminal*, by Jefferson Farjeon (\$2.00 net) and *George MacDonald and His Wife*, by Greville MacDonald, M.D., Preface by G. K. Chesterton (\$6.00 net). \* \* \* To Booksellers who have been waiting for some indication of the soundness of the editorial judgment of the new house, we submit what follows, as of September 1st, 1924 \* \* \* *The Literary Review* of *The New York Evening Post* devoted 566 lines of editorial comment to the above list, from which we quote \* \* \* "It (*Stories from The Dial*) is an extraordinarily fine selection of the cream of modern short stories" \* \* \* "Roy Campbell (author of *The Flaming Terrapin*) . . . is a vivid poet . . . Mr. Campbell's conception is large and vigorous and exciting" \* \* \* *The Master Criminal* rivals the concoctions of J. S. Fletcher himself . . . a Sherlock Holmes novel of the first degree." \* \* \* *W. R. Benét* in *The Saturday Review* credited Roy Campbell with "a distinctly fresh imagination. . . . We have not read a wilder fantasist since we read the

heraldic raptures of Francis Thompson." \* \* \* *Stories from The Dial* are "short story masterpieces" said *The Boston Herald* \* \* \* *The Christian Science Monitor* especially recommended *George MacDonald and His Wife*, and *The New York Times*, in a full page illustrated review said, ". . . the figure of George MacDonald does rise from this book. . . ." \* \* \* *The New York Sun* said ". . . the centenary biography by his son Greville, *George MacDonald and His Wife*, should do much to brush the dust from his (George MacDonald's) truly distinctive work," and *The Boston Transcript* ended a column of comment on the work by calling it ". . . a fine tribute by a son to a famous father." \* \* \* We venture the statement that this unanimous endorsement by discriminating critics is extraordinary, indeed. As they are constantly aware of the exact throbbing of the public taste, their interest in this first small publication strengthens our belief that the bookseller who stocks *The Cupid and Lion* books will soon learn to think of at least one new imprint in terms of **TURNOVER AND NOT LEFT-OVER.**

LINCOLN MACVEAGH  
152 West Thirteenth



THE DIAL PRESS  
Street, New York

## Still a Leader

# The Able McLaughlins

By Margaret Wilson

WINNER  
of the  
HARPER PRIZE NOVEL  
CONTEST

WINNER  
of the PULITZER PRIZE for the  
Best Novel of 1923

## 2<sup>ND</sup>

in THE BOOKMAN'S SCORE  
for SEPTEMBER

of the novels most in demand all over the country

A genuinely fine novel that is establishing an enviable record as a month to month best seller, "The Able McLaughlins" is a book you will need to have in stock all through the fall.

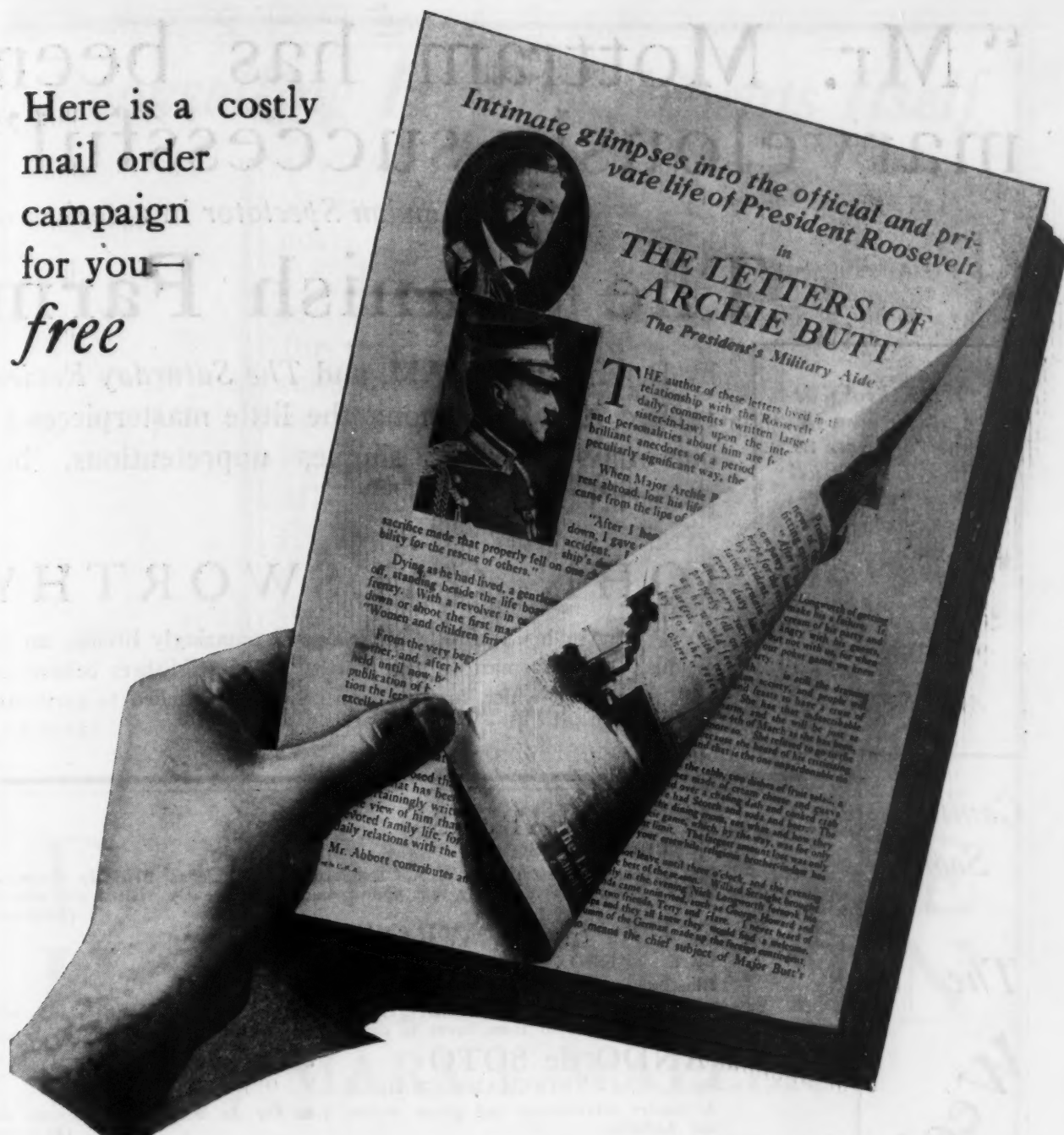
We shall keep "The Able McLaughlins" in our advertising throughout the season. As the current Pulitzer Prize winner it will be the logical selection of many of your customers for Christmas giving as well as for their own reading. As an engrossing story, written in a style of real distinction, it is enjoying the most valuable kind of publicity—word-of-mouth recommendation.

A new novel by Margaret Wilson next year

The Spring of 1925 will see the publication of another novel by Miss Wilson—an event of importance in the book trade. Any work you do on "The Able McLaughlins" at this time will be repaid twofold, for it will be reflected in your sales of both books.

Harper & Brothers Publishers  
Since 1817 49 East 33d Street, New York

Here is a costly  
mail order  
campaign  
for you—  
*free*



This is a *mail order* circular on "The Letters of Archie Butt," made especially for and given *only to booksellers*. It is 11" high by 16" wide, rotogravured (like the Sunday pictorial supplements), and richly illustrated by over a dozen photographs visualizing the dramatic episodes of the book. The copy has *punch, punch* that will "pull" orders of 6% or more on any list you try. The circular can be folded to fit a standard envelope and mailed for 1 cent or 2 cents.

These circulars cost us \$12.00 per thousand. We will furnish them *free*, with imprinted order blanks, to any dealer who will mail them. Wire your order today—we only have 40,000 of these left and over 100,000 have been taken. It's your big chance to sell the big biography of the Fall.

## The Letters of Archie Butt

Edited by Lawrence Abbott

Published Sept. 19th

Price, net, \$5.00

*Doubleday, Page & Company*

GARDEN CITY

NEW YORK



# "Mr. Mottram has been marvelously successful"

said the *London Spectator* in a review of

## The Spanish Farm

THE books described on this page constitute the SEPTEMBER 13th publications of Lincoln MacVeagh — THE DIAL PRESS, whose selling agents are DODD, MEAD & COMPANY, 443 Fourth Ave., N. Y.

by R. H. MOTTRAM, and *The Saturday Review* ranked it "... among the little masterpieces of our day—delicate, simple, unpretentious, but permanent."

## JOHN GALSWORTHY

has written in his preface, "Madeleine is amazingly lifelike, an individual Frenchwoman of the North." The publishers believe the book to be one which may be sincerely recommended to particular novel-buyers. (\$2.50 net)

Coming  
Soon!

The  
Week-  
End  
Book

The  
Perfect  
Anthology!

### The SUTTON PAPERS

By SELWYN JEPSON

The adventurous story of "B. J.," a fictional character as Britishly charming and interesting as that very real young man who recently visited our shores. (\$2.00 net)

### FICTION As She Is WROTE

By E. V. KNOX (Evoc of *Punch*)

Illustrations by GEORGE MORROW

Do flamboyant blurbs sell books? Here is the perfect book for the reader who is novel-wise. Fun from cover to cover! (\$1.75 net)

### HERNANDO de SOTO

By R. B. CUNNINGHAME GRAHAM

A master adventurer and prose writer does for de Soto what Prescott did for LaSalle. (\$2.50 net)

### The WORLD OF SOULS

By WINCENTY LUTOSLAWSKI,

Preface by WILLIAM JAMES

The Love-letters of a Philosopher done into a wise and noble book. James calls the author "a prophet communicating confidence and cheer." (\$3.50 net)

### The TRIUMPH of LORD PALMERSTON

By B. KINGSLEY MARTIN

A study in Public Opinion. How Victorian England allied herself with the Terrible Turk. (\$3.50 net)

### LITERARY STUDIES and REVIEWS

By RICHARD ALDINGTON

Aldington's best papers: from Ronsard to James Joyce. A "find" for the student of French as well as English literature. (\$2.50 net)

### BLAKE and MILTON

By DENIS SAURAT

A scholarly comparison. One of the most brilliant things yet written about the poet Blake. (\$2.00 net)

### POEMS

By LADY MARGARET SACKVILLE

Charming and delicate lyrics.

(\$2.00 net)

## *Bookselling History Repeats Itself*

When Mary E. Waller's first novel, *THE WOOD-CARVER OF 'LYMPUS*, was published in 1904, it had an ordinary sale for the first few months, then suddenly it caught on like wild-fire, and twenty-eight printings have been published to date.

Miss Waller's new novel, *DEEP IN THE HEARTS OF MEN*, shows every indication of taking the same course in popularity. Its sales proceeded slowly for several weeks after publication, and have since increased to the point of nation-wide demand.

# DEEP IN THE HEARTS OF MEN

By MARY E. WALLER

Published on April 30th  
2nd Printing, June 18th  
3rd Printing, July 10th  
4th Printing, July 29th  
5th Printing, August 11th  
6th Printing, August 21st



*HAVE YOU  
ordered enough copies?*

Boston **LITTLE, BROWN & COMPANY** Publishers

# BE READY FOR THE CHILDREN'S BOOK WEEK

*By Securing a Selection of Our  
Remarkable Offers of Books for Children  
At Astonishing Reductions*

**All in Absolutely New Condition. Terms Quoted to the Trade Only**

**THE LUCK OF THE BEAN-ROWS.** A Fairy Tale for Lucky Children. Illustrated in colour by C. Lovat Fraser. Artistically coloured cover. Cloth back. (Pubd. 6s. net.)  
Sample Vol. (Post Free. 2s. 6d.)

**THE WOODCUTTER'S DOG.** Translated from the French of Charles Nodiev. Illustrated in colour by C. Lovat Fraser. (Pubd. 3s. 6d. net.) Sample Vol. (Post Free. 1s. 6d.)

**ONCE UPON A TIME.** Fairy Tales of Long Ago. By Charles Perrault. With coloured illustrations by Helen Sinclair. Fcap 4to. (Pubd. 6s. net.)  
Sample Vol. (Post Free. 3s.)

"Miss Sinclair's pictures are full of bright colour and the kind of details which entertain-children."—*Spectator*.

**THE HOUSE OF FANCY.** By Mrs. H. C. Cradock. Illustrated in colour by Honor C. Appleton. Fcap 4to (Pubd. 6s. net.)  
Sample Vol. (Post Free. 3s.)

**THE STORY OF THE MIKADO.** By Sir W. S. Gilbert. Illustrated in colour by Alice B. Woodward. Fcap 4to (Pubd. 6s. net.)  
Sample Vol (Post Free. 2s. 6d.)

Here is a classic re-shaped by its own author. Sir William Gilbert made a story-book out of his opera and Miss Alice B. Woodward's illustrations invest it with a splendid colouring.

**THE FAIRY MAN.** By L. Cope Cornford. With coloured front. A story for boys or girls. Cr. 8vo. (Pubd. 6s. net.)  
Sample Vol. (Post Free. 3s.)

**A CHRISTMAS CAROL.** By Charles Dickens. Illustrated in colours by Honor C. Appleton. Cr. 8vo. (Pubd. 6s. net.)  
Sample Vol. (Post Free. 3s. 6d.)

**FLEUR AND BLANCHEFLEUR.** A Mediaeval Legend. The classic tale of true love rewarded. With 37 coloured illustrations by Eleanor Fortescue Brickdale. Cr. 4to (Pubd. 7s. 6d. net.)  
Sample Vol. (Post Free. 3s. 6d.)

**Stories for Young People designed to make them fully acquainted  
with children of another nationality**

**UNDER GREEK SKIES.** By Julia D. Dragoumis. With coloured front. and other illustrations. Cr. 8vo. (Pubd. 3s. 6d. net.)  
Sample Vol. (Post Free. 2s.)

**IN SUNNY SPAIN.** By Catherine Lee Bates. Illustrated by Alice Beard. Cr. 8vo. (Pubd. 3s. 6d. net.)  
Sample Vol. (Post Free. 2s.)

**THE LAIRD OF GLENFYRE.** A Story of Scotland. By E. M. Green. Illustrated by Margaret Ely Webb Cr. 8vo. (Pubd. 3s. 6d. net.)  
Sample Vol. (Post Free. 2s.)

**SONGS OF JOYLAND.** Words and music by Josiah Booth. With 4 full-page illustrations in colour and others in black and white. 4to. (Pubd. 5s. net.)  
Sample Vol. Post Free. 2s. 6d.)

**A Substantial Reduction on the Sample Volume price is made to the Trade Only on Quantities**

**Write for Complete List of New Books for Boys and Girls**

*(Nearly Ready)*

**SIMPSON, MARSHALL, HAMILTON, KENT & CO., Ltd.**

**4 Stationers Hall Court, London, E. C., 4**



Out About September 6

# The Passing of Woodrow Wilson

Being a fine collection of excerpts about our late President gathered from various newspapers and magazines at the time of his death by EUGENE V. BREWSTER who also writes a preface containing a brief biography and bibliography.

This edition is handsomely printed on hand-made paper made expressly for it and is limited to 385 copies numbered and signed by the editor.

All Wilson collectors will want this book—and they are legion.

*Price \$3.50 a copy—30% off to the trade. (Returnable if not satisfactory.)*

---

**Brewster Publications, Inc.**

175 Duffield St., Brooklyn, N. Y.

## READY SHORTLY

A book everyone should read before voting

# THE LIFE OF JOHN W. DAVIS

By THEODORE A. HUNTLEY

*With a collection of speeches edited by  
Horace Green. Illus. \$2.50*

The only accurate and complete account of the life, development and personality of the Democratic candidate for president. The best way to form a clear idea of what Mr. Davis was, what he is and what he will do is to read this book.

### Also Ready In September:

## The Chronicles of a Great Prince

By MARGUERITE BRYANT

*Author of Christopher Hibbault.. \$2.50 net*

A powerful and "different" novel by the author of that steady seller, Christopher Hibbault, which combines the thrill of an historical novel with the vividness of life today.

## The Dog, the Brownie and the Bramble Patch

By MARGARET and MARY BAKER

*Authors of The Black Cats and the Tinker's Wife. \$2.00 net*

Another fascinating story, illustrated in silhouettes which show every kind of farm animal, by the originators of The Black Cats and the Tinker's Wife, one of the four best children's books of 1923.

### Just Out:

## The Shirt of Flame

By HALIDE HANUM

*Illus. \$2.00 net*

An entrancing and stirring story of Turkish life today, written by the woman who is not only the foremost poet and novelist of Turkey today but who has held a high political office there.

# DUFFIELD & COMPANY

# The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, SEPTEMBER 6, 1924

## Making Flank Attacks on the Book Lover

By Donald M. Taylor

**"MAKE** the books go marching on!" is the battle cry of the bookseller. Words to that effect have been dinned in his ear, convention after convention, until now they ring there whenever he goes out to trample his overhead underfoot.

In reaching out beyond the doors of the shop for book business, the book department of The J. K. Gill Company of Portland, Oregon, has been very successful. The basis for one of its most effective methods is its Indexed List of Booklovers. This list, compiled from records of customers' purchases and other sources of accurate information, groups the patrons and prospects under captions of the types of books they are known to be interested in—history, biography, travel, adventure, religion, etc.

Using this list as a guide, upon the arrival of a new book, a neatly printed card, 3¾ by 5¾, signed by John T. Hotchkiss, the manager, or the clerk whose customer the patron is, and inclosed in an envelope of a quality used for formal announcements, is sent out. At the same time copies of the book are delivered to the homes of those to whom the card is mailed. This card reads:

This form of solicitation has been very successful. A careful check of results shows that over 75% of the books sent out in this manner are retained, and almost invariably when books are returned an explanation of why they are not wanted is given, altho none is ever solicited. The reasons usually given are: the patron has already reached the limit of the amount set aside for book purchases during that period, the book has been given them by a friend, or it has been purchased elsewhere.

But the department is not content with off-the-shelf sales alone. It believes that some books can be sold before they reach the stock shelves, before, in fact, they are ordered from the publisher. In other words, that buying on customer's order need not be confined to old, rare, or not carried books.

For current demonstration Mark Twain's "Autobiography," recently announced by Harper Brothers, has been selected. From the Index List of Book Lovers several hundred have been chosen who will be most interested, and to them goes the letter quoted on the next page. Written in long hand

(Name of book and name of author)

.....  
is so interesting and important that I am sending you a copy on approval.

I hope you will like it; if, however, you do not wish to keep it, please telephone Broadway 6021 in two weeks, and I will have our delivery call for it.

Sincerely yours,

Signature.....

THE BOOK DEPARTMENT,

The J. K. Gill Co.



by Mr. Hotchkiss, it was photographed and reproduced in very close resemblance to the original on Gill letter heads, each copy addressed and signed by him. The letter reads:

Once in a "blue moon" the announcement is made of a book of such great importance as to warrant calling your personal attention to it, in advance of actual publication.

Word has just come from Harper Brothers that Mark Twain wrote the story of his own life, arranged to have its publication held long after his death, etc.

I know that you are interested in books that are really worth while, and I would like the privilege of reserving for you one of the first sets to reach Portland, before they go into regular stock shelves for general sale. May I do so? Please write "Yes" or "No" across the bottom of this letter, and return in the inclosed envelope.

Sincerely yours,

The envelope inclosed in this letter was addressed and stamped for return, but the usual phrase calling attention to this feature, it will be noticed, is omitted. The theory is that tho those to whom the letter is addressed will feel obliged to respond because of the two-cent stamp on the return envelope, they would resent being bludgeoned with the statement that free postage was being furnished.

A careful record will be kept, for future use and to prove the value of the experiment, of the names and of the number of those who respond, both affirmatively and negatively, and also of those who neglect to reply.

One of Gill's best paying investments in advertising is *The Poets' Corner* which, like the Book Lovers' List, was originated more in the interest of service than with the idea that it would pay dividends in dollars and cents. The initial cost of the Corner was high but the upkeep, aside from that of any display and sales space, is negligible, and the advertising value of it grows rather than diminishes with age.

Here is one practical evidence of the increased interest. Heretofore 250 copies of any book of verse, no matter how popular the poet, was a large order, seldom exceeded. Recently an order was placed for a special Oregon edition of 1,000 copies of a new book by a young Oregon poet who met her public in *The Poets' Corner*.

These poets, accustomed to Tommy Tuckering at private receptions, in homes, before tiny groups, are being taught to "sing" at luncheons of business organizations such as Rotary and commercial clubs, and to "sing" for considerably more than their suppers. At the luncheon of a business women's club, one of these young poets who had been invited to read her verse, introduced the reading with approximately these words:

"The joy of the painter in his masterpiece is not complete until its beauty is seen and appreciated by others. The singer sings not for herself alone; the applause of

an audience rivals in her ear her own song. The rose is not content to blush unseen and waste its sweetness on the desert air. And so it is with the poet, she must be appreciated to be seen—a second time. 'P——' is now on sale at the J. K. Gill Company. With these few pointless remarks, I will now read a few of my poems from 'P——'."

There was a moment of silence, then a spontaneous outburst of applause. She was speaking to a group of advertising women and they appreciated good "copy."

Window displays play an important part in the advertising program. And altho the display space is limited by the demands of other departments, there is no hesitation to devote an entire window to the advertising of one book when that book warrants it. One of the most successful of recent windows was that designed in collaboration with Mr. Horsfield, display manager, for "Patchwork" by Grace Hall, an Oregon poet. The patchwork quilts employed as background tied the book to Oregon pioneer days, intrigued the interest of pioneers and their friends, and made many friends for the book and its author. The sales results were large.

"But," says Mr. Hotchkiss, "specific advertising even in windows can be overdone, altho I have reference more to newspaper and other printed advertisements. If one advertises only specific books and neglects the advertising of books in general, the advertising is profitable only so long as the demand for those particular books is unsatisfied. It has no permanent value. The bookseller can expect no further returns.

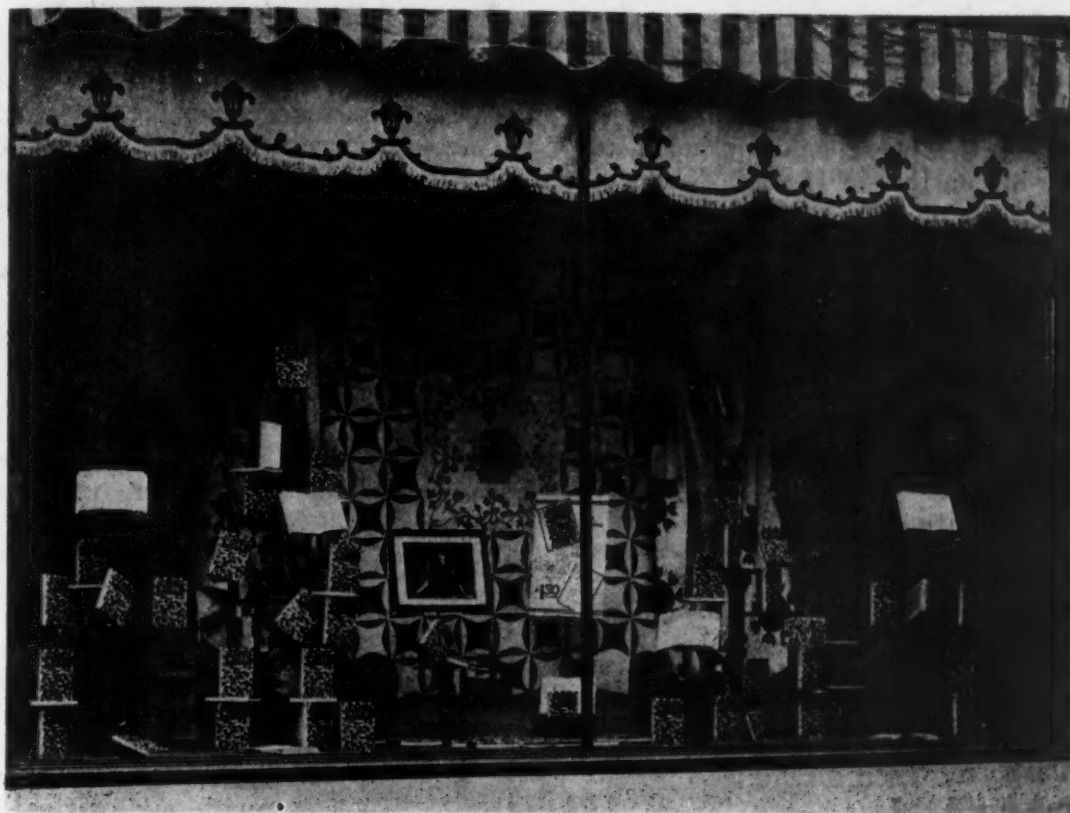
"On the other hand, if he advertises only books in general, if he harps continually on 'More Books in the Home' and never recommends a single addition to the home

library, he has no drawing card, he makes no distinct appeal and his copy is colorless.

"The bookseller must use sound judgment in dividing his appropriation for advertising. He cannot operate according to rule, but must study both his stock and his public."

"Advertising possibilities," he continued,

"But at Gill's we have found a better way. Recently, for instance, a young man when asked by his mother what he wished for a birthday gift named a book he had heard of but never seen. He thought its cost to be about five dollars. But when his mother, who bought it from us, gave it to him he found it consisted of several volumes and



A WINDOW DISPLAY OF "PATCHWORK" BY GRACE HALL HAD A BACKGROUND OF PATCHWORK QUILTS REMINISCENT OF PIONEER DAYS

"are illimitable. Publicity, sometimes known as free advertising, is one of the bookseller's best mediums for getting his shop and his wares before the public. But it is a mistake to call it free advertising, for publicity an advertisement.' Yes, and so can every comeback. We booksellers are too prone to returns are always commensurate with the expenditure of thought and effort devoted to it. Publicity copy must first be thoughtfully prepared, then carefully disseminated. That takes the bookseller's valuable time, and time costs money.

"I am not just talking when I utter the hoary maxim, 'Even every sale can be made breathe a sigh of relief when a book leaves our shelves and to groan if a customer, dissatisfied with his purchase, seeks to return one. It is as if we thought our wares worthless and the sooner got rid of the better. When we take a book back, we do it grudgingly or try to impress the customer with our magnanimity. He is impressed, all right!

that the cost was several times five dollars. As he did not care to have her spend so much on his gift, he brought the set in and asked the privilege of returning it. He was told we would be pleased to take it back, and was not made to feel we were doing him any unusual favor. But the salesman, thoroly familiar with the book, adroitly opened a discussion of it with him, brought to his attention many of its fine features and ended by reselling it to him. The young man gladly paid from his own pocket the difference between five dollars, to which he wished his mother's expenditure limited and the actual price.

"More than a sale was made there. A friend of The J. K. Gill Company and one of the best possible pieces of advertising copy walked out of the door. Tucked securely under his arm was the set which he could not wait for our delivery to bring to him."



## Six New Middle Western Bookshops

### IV

#### Fannie Butcher, Books—Chicago

**W**HEN we began marking our books with an *æ* before the margin this year I had a distinct jolt—it didn't seem possible that we were entering upon the fifth year of business. It seemed scarcely overnight that I had journeyed to New York, a timid buyer, with the usual notions of revolutionizing the book business. My

shop was started in an unusual fashion. There was in preparation in Chicago a permanent exhibition of French art which was to have been sponsored by the French ministry of art and patronized by some wealthy Chicagoan. A committee was organized to sponsor the enterprise. I was a member of the committee and my interest in the exhibition was keen. A gallery had been secured—a large store at 75 East Adams street, and decorations were going forward. One day quite casually it was suggested that there be sold in the gallery art books and French books. I was asked if I would undertake to watch over that

phase of the work. I said that I would, with some hesitation, for I knew nothing whatever about business or the selling of books, tho I had been for some years writing about them. A corner of the large room was given to me, shelves were put up after the charming design of Mrs. John Alden Carpenter, and I beheld myself the foster parent of a bookshop.

The tiny place was most attractive. High shelves, with an arched top, stained dark brown, were stenciled on the edge in a sort of rolling wave design—an idea which, by the way, pleased Ellery Sedgwick so much that he stenciled the shelves in his new home. The stenciling in gold was reflected

in the gilded tracing on the arches. The floor was carpeted in a warm grey. Even the desk was stenciled on the edge and the kitchen chairs which were the only other furniture hadn't even the atmosphere of their humble origin. It was really a charming, tho a very tiny spot.

When I went to New York to do my original buying I was completely at the mercy of the publishers, except that I knew the kind of books I liked and was determined to have them in my shop. The *staple* "sellers" I was totally ignorant of—and I'm afraid I always shall be, for I've found that what we sell best in the shop are the things that I personally recommend.

When I returned with my original buying all done, the affairs of the French exhibition weren't so promising as they had seemed when I left, but I went ahead with my little shop while the cavern of an empty gallery yawned next door. I hadn't a notion that it would yawn perman-

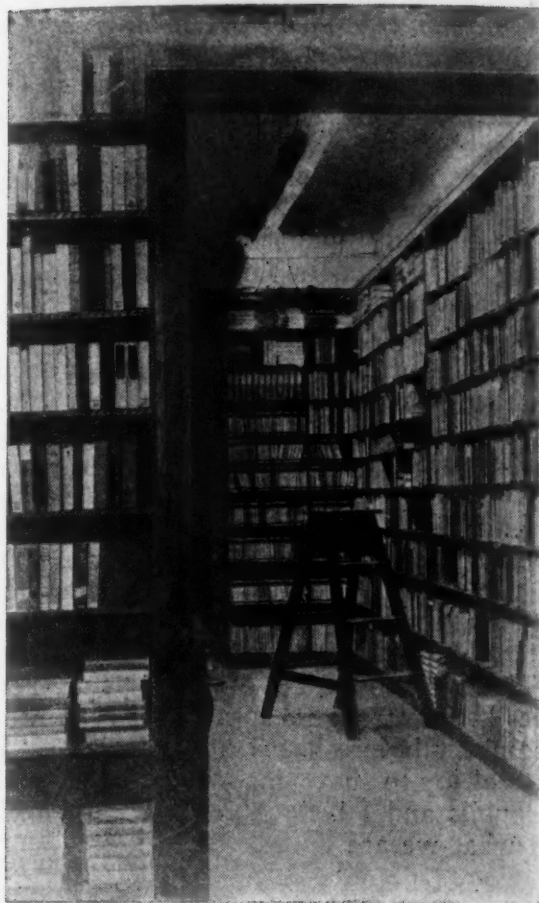
ently or I probably shouldn't have had the courage to go on with the shop. Everyone was charming about the shop, tho, coming in and helping put the books on the shelves and in February of 1920 we opened—just myself and a girl friend of mine, bookkeeper, stockboy, shipping clerk, biller, everything. We had a porter who did us up every day, but everything else we did for ourselves.

From the moment we opened we prospered. The shop was a novelty—the first one in America owned by a literary critic—and everyone in town dropped in to see it. Three months after we opened, the French exhibition gasped its last, and I had to de-



FANNIE BUTCHER





LOOKING INTO THE BACK OF THE SHOP.  
THE OVERHEAD LIGHTING SYSTEM IS  
LIKE THAT USED IN GALLERIES

cide whether I wanted to be a bookseller for the rest of my life or not. I decided that I did, and here the shop is, established firmly in the life of Chicago and doing what I know to be a real service.

As to the physical side of the shop. We needed more and more room, and little by little we acquired an addition twice as large as the original shop, then a stock-room about the size of the first venture, and just this spring we have added sixteen square feet and, from a tiny spot, it seems to me, accustomed to its minuteness to have grown suddenly into a mammoth emporium. We built in some closed cases for fine bindings in which we are going to specialize and acquired what we had never had before, an entrance entirely separate from the changing fortunes of the larger shop which, before the good fortune of the separate entrance, had been devoted to flowers, children's books and for many months to the ghosts of its former occupants. While the architectural changes were going on we felt exactly like some reincarnated members of Pompeiian society while the last days were being enacted.

From the time the shop opened we have kept a guest book, and everyone who has come to town has put his or her name in

it. One of the first was Maurice Maeterlinck, who signed himself—like royalty—merely Maeterlinck. All of the neighbors came in, of course, Carl Sandburg and Harriet Monroe and Eunice Tietjens and Sherwood Anderson, Henry Kitchell Webster, Henry B. Fuller, and Edna Ferber, and the late B. L. T. and John McCutcheon. From England there came St. John Ervine and W. L. George, that vivid and lovely Russet George who died so tragically far away from her home, W. S. Maugham, as he signed himself, John Drinkwater, Archibald Marshall, the ill-fated Wilfrid Ewart, William McFee and Hugh Walpole. And



WEST AND SOUTH WALLS OF FRONT  
PART OF SHOP, SHOWING THE RARE  
BOOK CASE

from New York, my dear friend, Willa Cather, whose picture hangs in my shop, Floyd Dell, who was my first literary editor, the charming Untermeyers, Edwin Markham, Carl Van Vechten, Sinclair Lewis, Enos Mills, Rupert Hughes, Frederick O'Brien in the height of his South Seas fame, and many others, among them H. L. Mencken who said, thus throwing light upon the size of the shop for those who have never been here. "You mustn't ever get a fat girl to work in your shop or you'll not have any room for the customers." I suppose that's what makes the

shop distinctive is the fact that someone who really knows books, and cares more for books than a commercial shopkeeper could afford to, is at the head of the shop. We sell books almost entirely on our recommendation and it is a fetish of mine never to tell a customer that I have read a book if I haven't and never to give a false impression of a book just to sell it. Most of our customers are the most intelligent readers of the city.

We give more than the ordinary service to customers. We even have warmed cooling romances! I am sure that the care with which I chose a series of lovely gifts which a delightful young man sent to a charming young lady was the cause of their eventually being one, tho neither of them told me so in unequivocal words. At Christmas we do up our packages with extra paper and tape, and we have a special wrapping for which we charge the cost of the paper and we pursue paper importers for their most beautiful designs.

We specialize in really worth-while books, tho of course we sell a lot of junk as everyone does, but we don't stock poor

novels, for instance, and if we sell them it is because we have lost our cunning in selling better ones and our customer is determined to read "Flaming Youth" when she might read "A Lost Lady."

We are in the beating heart of the loop as the sentimentalists would say, so we have a great many important business men among our customers, but the proportion of men and women who come to the shop is about fifty-fifty.

As to the actual business side of the shop. We have shown a steady and almost exact increase each year in sales and if our business keeps on the rest of this year increasing over last as it has these first six months we will reach a point which will be just about twice the volume of the first year.

I don't like to seem conceited about the shop, but it really is a charming place and I know that everyone feels the atmosphere of sincere knowledge of books that pervades it, for strangers speak of it even, who have never before heard of it, or of me. It is a real joy to share our love of books with the public and I believe the public appreciates what we are doing.

## The Story of an Idea

### Fifty Years in Textbook Selling

By W. R. Barnes

**F**IFTY years ago a new development in the handling of schoolbooks saw its beginnings—the jobbing of second-hand schoolbooks, collected from communities where they had passed out of general use and redistributed to other cities where the demand was continuing or newly developing. C. M. Barnes saw the possibilities of this in 1874 and developed the idea with courage and perseverance. Educated in the ministry, he had had no training in business, and, at that time, none in the book-trade.

The beginning was very modest, in a little shop in Wheaton, Ill. A year later, he moved the business to a basement room at 23 La Salle Street, Chicago. Within two years two moves to larger quarters were necessary.

In the meantime, John R. Anderson in New York, who had been from boyhood employed in some of the old book houses, saw the possibility of the same idea and

had established a similar business. In 1885, Arthur Hinds, with whom later G. C. Noble became associated, started as a wholesaler of second-hand schoolbooks in New York and took over the business begun by Mr. Anderson, who applied himself to other interests.

In 1885, the business now being located at 151 Wabash Avenue, Mr. Barnes was joined by his son, W. R. Barnes, who is still connected with the business. Many names well known to Chicago book-trade history were connected with the house thru those years of growth—E. A. Lawson, C. O. Perry, Gus Albright, Norman Hall and Charles A. McCreary. George L. Shuman, who became such a large figure in the subscription book publishing, was one time head of the office. Then, there was Charles M. Roe, later connected with George H. Doran Co.

The firm was incorporated as C. M. Barnes Company in 1894, and later Mr.



McCreary severed his connection with it to found Hall & McCreary, and Mr. Albright founded the house of Farquhar & Albright, both houses still flourishing. In 1902 Charles W. Follett joined the firm and showed a great capacity for this form of merchandising. In 1902, C. M. Barnes retired, and died in 1907, when the firm name was changed to C. M. Barnes-Wilcox Company, with W. R. Barnes as president.

In 1916, the business was moved to 1018 South Wabash Avenue, and the next year Mr. Barnes went to New York to reorganize with Mr. Noble the old business of Hinds & Noble, which is now Barnes & Noble, Inc., and the Chicago firm took the name of J. W. Wilcox & Follett Co. Mr. Wilcox died in 1923, and in the meantime the company has provided for itself a permanent housing at 2008 Calumet Avenue, in one of the one time fashionable residences of that district. The death of Mr. Wilcox left Mr. Follett the chief owner of the Chicago corporation.

The present year has seen the third generation of Barnes enter the field of schoolbook selling—John Wilcox Barnes, grandson of the founder of the firm. After a brief tour in Europe following his graduation from Williams College, he entered the New York house of Barnes & Noble.

The diversity in demands of the schools has made tremendous changes in fifty years, but the principles on which the business has been conducted have proved sound, and they have been steadily adapted to new conditions. The contrast in make-up of schoolbooks during this period is no less striking. Fifty years ago, such books as Webster's Speller, Willson's Readers and "Peter Parley's" Histories were still in use, altho the principal demand was for McGuffey's Readers, Ray's Arithmetics, Davies' Arithmetics, Guyot's Geographies, Edward's Analytical Readers and Speller, to mention but a few. To compare those old-time books with the present-day product is, indeed, interesting and suggestive of the educational progress of our time.

### A New Book Page

**B**OOKSELLERS who have been looking for an opportunity to build, in their children's department, the sale of books for girls, in the same way in which it has been done for boys with the cooperation of the Boy Scouts, will be especially interested in the announcement that Mrs. May Lamberton Becker has consented to conduct a book page each month in the *American Girl*, the official magazine of the Girl

Scouts. It would be well for the managers of departments for young people to follow this page and get from it practical suggestions for building business.

### The Personnel of a Bookshop

**T**HE letterhead of Dawson's Bookshop in Los Angeles gives interesting suggestion of the emphasis that Ernest Dawson, the proprietor, places on the character of his organization. After describing the store's specialties in old and rare books, art books, Californiana, first editions, etc., there is, on the left-hand margin of all the letters, the following information:

#### OUR PERSONNEL AND THEIR SPECIALTIES

Charles Yale,

Assistant Manager

ART, ARCHITECTURE COSTUME  
CALIFORNIANA, AMERICANA TRAVEL

Katherine White

EARLY PRINTING, OLD ENGLISH  
FIRST EDITIONS, FINE BINDINGS  
AUTOGRAPHS, ASSOCIATION ITEMS

Allan Bromley,

Buyer

SETS, REFERENCE WORKS, GENERAL  
LITERATURE

Eleanor E. Reed

COMPARATIVE RELIGIONS, OCCULT  
SCIENCES, METAPHYSICS, ANCIENT  
PHILOSOPHIES, MISS REED'S DEPT.  
MENT IS ON THE BALCONY.

Geraldine D. Kelly

CATALOGUING, MAIL ORDERS

Eleanor M. Broekway,

Secretary

SCARCE CHRISTIAN SCIENCE ITEMS

Edna Williams,

Accountant

Henry L. Franklin,

Shipping Clerk

Of the staff, four have had library training, three have had training in the famous bookstore of C. C. Parker, and one was formerly manager of a branch store of Stratford & Company.



# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

September 6, 1924

*I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*

—BACON.

## The Importation of Books

SEVERAL letters have come to the editor lately indicating that there is confusion in the minds of many booksellers with regard to the American copyright law and the rights of the English author to assign exclusive selling privileges of his work in this country. The law prohibits the importation into the United States, for purposes of sale, of any new copies of books by English authors, if these titles have been set up and printed in the United States. When the American copyright is thus completed, it is the task of the Treasury Department, thru its Customs collectors, to keep out of the country all English editions for resale. Until the American copyright is completed, booksellers can bring such books into the country, but more and more publication dates are made simultaneous. Take, for an example, Bernard Shaw's "Saint Joan." The book was published simultaneously in both countries. All copies of the English edition sold in American bookstores are sold illegally and in violation of the copyright law.

Probably not more than one-tenth of the books published in England are manufactured here and copyrighted, but it is likely to be the book that is in active demand here that will have its American copyright completed. The importance of these sub-divided markets to the author can be easily understood. Unless an English author has some way in which he can be sure that the rights to separate markets can be protected, his chances for selling each market at any good price are very small. If he could not sell, for instance, the American dramatic rights to a play without the American producer's

having the assurance that the owner of the English dramatic rights could not come over and produce in the same field, the price he could get would be small, indeed. The Theater Guild Company, producing "Saint Joan," is protected by copyright against the English company's coming to New York with a rival production. In the same way, Mr. Shaw has the privilege, under copyright, to sell to Brentano's the book rights to the American market on "Saint Joan," and Brentano's, by the same law, are insured against the Constable edition's appearing for sale in competition with their edition. If Brentano's get out all the American publicity and advertising and is expected then to share the market, it would be a strange situation indeed.

## September Is Here

WHEN the calendar turns to September, every merchant, especially the dealer in books, sees a vista ahead of busy weeks with the climax of the Christmas holidays. In spite of the recent and heartening increase in year-round book-selling, the climax and test of the year will continue to come in the hundred days of the fall season, a hundred days minus the Sundays and holidays.

For the next few weeks the *Publishers' Weekly* will endeavor especially to emphasize the practical fall bookselling plans and methods, by which the busy season can be made even more sure of results. Articles from well-known booksellers on methods which they have tried and successfully used will be printed, in order that booksellers may put at the disposal of others their most practical plans, thus furthering the whole cause of American bookselling. An account of special promotion at Gill's of Portland is the leading article of this issue.

September is the great month for planning; October and November, for perfecting the machinery and enlarging bookstore service; and December, the supreme test on that machinery and the exhilaration of top-speed business.

## New England Week

THE newspapers of New England are giving ample space to the program of the New England Week Committee, which is calling on the residents of the six states to celebrate, from September 15th to 20th, the glories of the region. The effort is intended not so much to praise her history or her scenic beauty as to gain public appreciation for the extent of her manu-

factures and the variety of her home products.

Already the Committee reports that "100,000 people are pledged to wear the N. E. W. worker button and to boost for New England." Stores on every side have been pledged to exhibit New England goods and to urge the purchase of New England merchandise. Hotels are promising to feature New England foods and home-grown fruits and native fish.

As far as we have read, no emphasis on home-grown literary product has been made, but we trust that the authors, publishers and booksellers will see to it that their product is not forgotten. In spite of the fame of the cotton and woolen factories and brass and metal establishments, New England's most famous product, beside her men and women, has been her literature, and New England Week would not be an inopportune time to remind people that not only did New England produce a great literature once but she is continuing to produce it. September 15th to 20th would be a good occasion for the windows of bookstores to have displays of the works of Robert Frost and Edwin Arlington Robinson, Amy Lowell and Edna St. Vincent Millay, the writings of Mary E. Wilkins or of Dorothy Canfield, of Joseph Lincoln or of Alice Brown, or books by Gamaliel Bradford, Bliss Perry, or Walter Prichard Eaton. All of these are of New England stock, are still writing and constitute New England product of the first importance.

### What is Constructive Work?

**E**ACH individual in an industry knows pretty well what he needs for his immediate work. Few men are able to foretell what their industry is going to need in the future, says an editorial in *The Linotype Bulletin*. Yet the prosperity of every industry depends on its readiness to meet needs promptly when they arise. Industrial requirements never stand still. The greater the achievement of today, the more will be demanded tomorrow. These demands can not be met by improvising something in a hurry when the need is on. Somebody has to foresee it. Somebody must anticipate it. Somebody must work out the problems far enough in advance.

This foresight, this planning and working ahead of coming developments, is the very essence of what is meant by constructive work. The trade associations and the industrial and commercial organizations that co-operate with them reach their high-

est value when they succeed best in thus contributing to the assured future of an industry. There is not a member of it, however small, who does not benefit from the work; and every man may well ask himself where his industry, and he with it, would be likely to stand in a few years if there were nobody willing to do it.

The exploiter takes counsel not of intelligence but of the predacious motive which commands: "Grab! Let the other fellow look out for tomorrow." His policy is immediate profit. His business code is sales—sales first, last and all the time. His production is governed not by creative ideas but by the desire for inventing sales schemes. If he renders services, they are for the sake of serving as "selling points."

But if there is one sure fact, it is that constructive service can not start with the "selling idea" as its fundamental. Selling is essential, of course. But the men who have made industry great, and who sustain it today, are the men who think first and foremost of production. On these men, who keep the productive and creative idea in front, rests the well-being of every industry.

### The Other Fellow's Shop

**D**URING the summer months practically every business man—we hope, every business man—spends time in other communities than his own and is likely to be, for two weeks, at least, not a merchant but a customer in the shops of other merchants. It is not at all unlikely that the bookseller on vacation looks at the other stores and their service from a point of view rather more critical than the average customer, as he instinctively studies not only the goods offered but the way they are handled.

Probably the best guide to the technique of serving a customer is to make a study of how one wishes to be served oneself. Should there be prompt welcome near the front of the store or full freedom to browse before talking with the salesman? Should there be a quick closing of the sale or leisurely reference to other merchandise?

It is possible for the manager of a store to obtain, from the out-of-town shops, many suggestions for improving his own shop service, and the merchant who is sensitive to the importance of store atmosphere will learn something every day from his contacts with people and will get new ideas on every day of travel by observing how other merchants create an individual store atmosphere.



# The Bookman's Glossary

## Material for a Dictionary of the Book-trade

### X

## Historic Names in Book Production

**Aldus**—An Italian publishing house founded in 1495 by Aldus Manutius, Latin name of Teobaldo Manucci or Aldo Manuzio (1450-1515). He was tutor to the princes of Carpi, one of whom supplied the funds with which he brought out the famous press of Nicolas Jenson. Aldus specialized in Greek classics at popular prices, then in Latin and Italian works. First his colleague, Torresana, then his son and grandson carried the business on similar lines to 1597.

Aldus Manutius had a type designed for him based on the cursive writing of his day called the Aldine type, precursor of all italic fonts. It was first used in a Vergil of 1501.

Altho his books were usually without illustrations, he published in 1499 "Hypnerotomachia Poliphili, considered one of the most beautiful of illustrated books.

The dolphin's anchor was the famous printer's device of the house.

The word Aldine (pronounced Aldin or Oldin), derived from Aldus, has been applied to certain styles of display types; also to ornaments of solid face, destitute of shading, used by Aldus and other early printers.

William Pickering in the 19th century adopted the dolphin and anchor device and also published a famous series which he called the "Aldine Poets."

**Baskerville, John (1706-1775)**—A famous English printer and type-founder of the 18th century. In turn stone cutter, writing master and manufacturer of japanned ware, about 1750 he turned his attention to type-designing and printing, and in 1758, was elected printer to the University of Cambridge for ten years. His first work was a famous edition of Vergil (1757); other noted specimens of his art are editions of Milton (1758 and 1759), the Prayer-Book (1760: four editions and others in subsequent years), Juvenal (1761), Horace (1762), the Bible (1763), and a series of Latin authors (1772-73).

**Bodini, Giambattista (1740-1813)**—A printer of Milan who designed the first "modern face" Roman types. One of the most famous of type designers, his influence was felt in printing of all countries, his types pushed aside for a while the Caslon and Dutch types. His types and those that developed from them became known as "modern" and the others which came back to popularity in the middle nineteenth century as "old style." These terms still persist. He published the Lord's Prayer in 155 languages.

**Bradford, William (1663-1752)**—The first printer in Pennsylvania. Also, first printer in New York City, where he settled in 1693. He is buried in Trinity churchyard. A face of type is named after him.

**Caslon William (1692-1766)**—Famous English type designer and founder. Designed and cast the type which bears his name, the most widely used of all type designs in English and American printing. He was educated as an engraver of gun barrels, began type-founding in 1720, issued in 1734 his famous specimen book of type faces.

**Caxton, William (1422-1491)**—Printer and publisher of the first books printed in English and the first in England.

Books printed by him are called "Caxtons."

In 1474 he put thru the press at Bruges the first book printed in the English tongue, the "Recuyell of the Histories of Troye," a translation of Raoul Lefèvre's work and "The Game and Playe of the Chesse" followed about 1475. The "Dictes and Sayings of the Philosophers," published in 1477, is the first book which can with certainty be maintained to have been printed in England.

**Chiswick Press**—Founded in London 1789 by Charles Whittingham and continued to even greater success by his nephew, Charles Whittingham. The elder



Whittingham was famous as a printer of attractive popular-priced classics and for the handling of woodcuts. The nephew was famous for his association with William Pickering, whose printing he did after 1830. A later manager of the famous press was Charles T. Jacobi. The Grolier Club issued a history of the Whittinghams by Arthur Warren in 1896.

**Cochin, Charles Nicholas (1715-1790)**—

A famous name in French engraving and printing in the eighteenth century, the most celebrated of a prominent family of engravers and painters. He was one of the first to produce engraved titles which ornamented many dainty volumes of that period and which were imitated up to the end of that century by all the illustrators who followed. He provided engravings for La Fontaine, Rousseau, Boccaccio, Tasso and Ariosto.

**Derome**—A French family of the 18th century which added several illustrious names to the art of binding of that period. The most famous of the family was Nicolas Derome, known as Derome le jeune (1731-1788).

In hand binding: A style with ornaments of a leafy character, with a rather solid face, tho lightly shaded by the graver. It is best exemplified in borders. The ornaments are often styled Renaissance, being an entire change from the Gascon style.

**De Vinne, Theodore L. (1828-1914)**—A famous American printer and author of many articles and books on printing. His series on the "Practice of Typography" is in four volumes: 1, "Treatise on the Processes of Typemaking"; 2, "Correct Composition"; 3, "Treatise on Title Pages"; 4, "Modern Methods of Book Composition." A font of type was named after him.

**Didot**—A family name famous in French printing and publishing during the eighteenth and nineteenth centuries. François Didot (1689-1757) was founder of the firm of Didot, Paris, in 1713, many of his descendants being famed in type-founding, printing or publishing. The greatest of them all was a grandson, Firmin Didot (1764-1836), a printer, engraver, and type-founder. His use of stereotype revolutionized the making of cheap editions. He made the Didot publications the most famous in Europe.

**Elzevir**—A name famous in Dutch printing. The business was founded in Ley-

den in 1592 by Louis Elzevir (1540-1617), and five of seven sons followed the profession. Bonaventure (1617-1657) in partnership with various nephews, brought the name to its greatest fame. Grandsons, Daniel and Louis, established a printing house in Amsterdam. They printed in many languages but largely in Latin, and their small editions of the classics are well known to all book buyers. Books printed by the house are known as "Elzevirs." Also spelled "Elsevier" and "Elzevier."

**Estienne, Robert (1503-1559), Henri (1528-1598)**—

A celebrated French printer and scholar. He became head of a printing establishment in Paris about 1526, was appointed royal printer to Francis I in 1539, and removed to Geneva about 1552. He published numerous editions of the Greek and Latin classics, many of which were enriched with notes by himself; various editions of the Bible (especially the New Testament of 1550); and a Latin-French dictionary (the first of the kind) compiled by himself entitled "Thesaurus Linguae Latinae" (1532).

His son, Henri, who succeeded to the business also edited and printed many editions of the Greek and Latin classics; compiled the celebrated "Thesaurus Linguae Graecae" (1572) and wrote "Apologie pour Herodote" (1556).

**Eve**—Nicolas and Clovis Eve, both of whom bore the title of binder to the King of France, the first under Henri III, and the second under Henri IV and Louis XIII. Clovis was probably son or nephew of Nicolas and according to an old authority invented marble paper.

In hand binding: A style of ornamentation with a framework of various geometrical shaped compartments linked together by interlaced circles; the centers of the compartments are filled with small floral ornaments, and the irregular spaces surrounding them, with circular scrolls and branches of laurel and palm. An elaborate style used at the end of the sixteenth and beginning of the seventeenth century.

**Franklin, Benjamin (1706-1790)**—Statesman, scientist, author, printer, publisher and the most versatile genius in America in the eighteenth century. Founded the Philadelphia Library in 1731. The many books and pamphlets bearing his imprint as author or printer are items of keen interest to collectors.

**Fust, Johann**—A German printer. He was the partner of Gutenberg from about

1450 to 1455. In the latter year the partnership was dissolved, and Fust obtained possession of the printing press constructed by Gutenberg. He continued the business with his son-in-law Peter Schöffer.

**Garamond, Claude**—French type designer and founder of the sixteenth century, a pupil of the great Geoffroy Tory. Designer of the "Royal Greek Types" and a number of beautiful Roman and Italic fonts which came into general use in Paris in the second quarter of the sixteenth century. Fonts from his designs are in wide use today.

**Goudy, Frederic W. (1865-)**—American type designer. Responsible for a great number of type faces, many in general use, including the Forum, Kennerley, Goudy, Goudy Open and Hadriano. Has been called the greatest type designer since Caslon. Now lives at Marlborough-on-Hudson, to which place he moved his Village Press in which his wife, Bertha M. Goudy is fellow craftsman. William Morris' handpress has been brought from England by Mr. Goudy.

**Grolier, Jean (1479-1565)**—(1) A famous French patron of the arts of the book, born at Lyons, became treasurer of the Duchy of Milan in 1510, and later, moving back to France, became Treasurer General of that country in 1547. He was the first and remains traditionally the greatest of all patrons of the binder's art, magnificent leather bindings having been made for him. They were always lettered IO. GROLERII ET AMICORUM. (2) Grolier is the name given to ornamental tooling on hand bindings after his style: e. g. an interlaced framework, of geometrical figures—circles, squares, and diamonds—with scrollwork running thru it, and ornaments of Moresque character, generally azured in whole or in part, sometimes in outline only. Parts of the design are often studded with gold dots.

**Gutenberg, Johann (1397-1468)**—A German printer generally credited with having devised the method of casting separate letters or movable metal types, about 1450. The Gutenberg Bible, or 42 line Bible (1452-56), is one of the earliest books known printed from movable types. It is in Latin and is sometimes known as the Mazarin Bible because the copy which first attracted the notice of bibliographers was discovered by DeBure in 1760 among the books of Cardinal Mazarin.

**Jenson, Nicholas (1400-1481)**—A celebrated printer of the fifteenth century who perfected the roman face of type. He was born at Tours, France, is supposed to have studied printing at Mainz and established himself at Venice in 1470, his first book bearing the date of the following year. He printed a great number of books, including many famous in book collecting, and his types were copied in all Latin countries. He was created Count Palatine by Pope Sixtus IV.

**Kelmscott Press (1891-1898)**—A private press at Hammersmith, London, founded and directed by William Morris from 1891 to his death in 1896. The books issued from it were exceptional examples of book-making, and their beauty of execution and harmony of design were the result of exacting study. The paper and ink were especially made for the books, and three fonts of type designed, the Golden, the Troye and the Chaucer, the latter used in the beautiful folio edition of Chaucer.

**Le Gascon**—The name given to the leading French binder of the 17th century, tho his real name is unknown.

In hand binding: A style distinguished by the dotted face of the ornaments instead of the continuous or solid line, known as *pointelle*. In vogue the first half of the 17th century, immediately succeeding the period of Nicholas and Clovis Eve.

**Maioli, Thomas**—An Italian who lived during the early part of the 16th century, a contemporary of Grolier. He designed many of the bindings executed by the finest book makers of Italy.

In hand binding: *Maioli* is the name for a style contemporary with the early examples of Jean Grolier. Generally composed of a framework of shields or medallions, with a design of scroll-work flowing thru it. Portions of the design are usually studded with gold dots. Ornaments are of Moresque character.

**Mazarin Bible**—Probably the first complete work printed from movable metal type. It is a Latin version of the Scripture and was produced c. 1455 and the years following at Mainz. Commonly credited to Johann Gutenberg but may have been printed by Fust and Schöffer. It is a magnificent piece of printing. Called the Mazarin because a copy was found in Cardinal Mazarin's library. Also known as the 42 line Bible.



**Morris, William (1834-1896)**—English poet, artist, author and craftsman. Founder of the Kelmscott Press. About 1880 Morris and a few friends undertook a revival of printing and book making, which had its inspiration in a thorough knowledge of the art of the 15th Century. No similar movement in modern times has had such a powerful and far-reaching effect. Tho Morris has been criticized for the illegibility of some of his types, no one has ever questioned the perfection of his printing nor the sincerity of his purpose. Many fine presses were established in England as a result of his pioneer work; and in this country his influence became the foundation for our present-day appreciation of the art.

**Padeloup, Antoine Michel (1685-1769)**—One of the most famous binders in France in the eighteenth century. Two generations before and two after him were prominent binders. He developed the *dentelle* or lace patterns in decoration, a style that succeeded the *Pointille* of Le Gascon.

**Payne, Roger (?-1797)**—An English binder of the 18th century who turned out many books comparable with the best contemporary work in France.

In hand binding: A style with ornaments free and glowing in stem and flower. Before Payne's time they had been stiff and formal. The honeysuckle is a customary ornament. The impressions of the tools are usually studded round with gold dots, whether used in borders, corners or center pieces.

**Pickering, William (1796-1854)**—An English publisher and bookseller whose fine taste in book production made his imprint famous. His first volume appeared in 1821. The volume was bound in cloth with paper label, the first ascertainable use of cloth as binding material. He was a student of early printing and led the way to the revivals in the 40's of Caslon types. His editions of the classics were especially notable; the Oxford Classics, the Diamond Classics, the Aldine Poets and editions of Walton. He adopted the dolphin and anchor device of Aldus with the appropriate inscription, "Aldi Dicipulus Anglus."

**Plantin, Christophe (1514-1589)**—An eminent French bookbinder, printer, and publisher, born near Tours. In 1555 he set up at Antwerp a printing establishment which soon became one of the most celebrated of the time. The most noted of

all his publications is the *Biblia Regia* (8 vols.). His books were noted for the accuracy of their text and the beauty of their typography and embellishments. In 1571 he became court printer of Philip II of Spain, and amassed a fortune, which he lost thru his polyglot Bible. He left a catalog of the books printed in his establishment. The house was purchased by the city of Antwerp for the Plantin-Moretus Museum.

**Rogers, Bruce (1870-)**—A famous American printer widely known as a designer of fine typography, notably the limited editions issued at the Riverside Press by Houghton Mifflin Co. between 1900 and 1911. Went to England in 1917 and was first associated with Emery Walker and later printing advisor to the Cambridge University Press. Honored by the British Museum for his contributions to the printer's art. Now typographical advisor to Harvard University Press and working independently at the Rudge Press, Mt. Vernon, N. Y.

**Sanderson, T. J. Cobden (1840-1922)**—Founder of the famous Doves Press at Hammersmith, London. Also one of the greatest bookbinders of modern times. Examples of his printing and binding are treasured by collectors everywhere.

**Tory, Geoffroy (1480-1533)**—A famous French typographer and designer. He was noted also as a painter and engraver and as a reformer of French grammar and spelling. In his decorative illustrations and borders for books and in his series of Roman types he exhibited a subtler and finer genius than any of his predecessors.

**Uppdike, D. B. (1860-)**—One of the greatest American printers. Founder, in 1893, of the Merrymount Press, Boston, and a chief factor in recent improvement of typography in America. Author of *Printing Types, their history, forms and use* in two volumes, 1922.

## The End

NOTE—"The Bookman's Glossary" will be issued in book form in October. The ten classifications under which the material has been given in serialization will be thrown into a single alphabet, the whole revised and a hundred or more other words and phrases not included in these selections will be added. The Glossary will aim to be a dictionary for the book-trade in all its branches, a ready reference book of value to everyone interested in book production or book distribution.



## New Los Angeles Bookshop

THE south side of Sixth Street, between Hill and Figueroa, Los Angeles, has become quite an intellectual center, there being no less than five bookshops in as many blocks, and eight other bookstores or book departments on cross streets within a block north or south of Sixth Street.

The latest addition is that of Rogers' Book Shop at 622 West 6th Street. For five years Warren S. Rogers has been definitely preparing for this step while working with his brother-in-law, Ernest Dawson, in Dawson's Book Shop. Mr. Rogers has had experience in every feature of the book trade, from outside buyer and salesman to manager of the business in Mr. Dawson's absence. He is a World War veteran, a graduate of Pomona college, and is 30 years of age. For the past two years and a half Mr. Rogers has been a partner in Dawson's Book Shop. This partnership is now dissolved, and Mr. Rogers has taken such stock, and good will, of the older shop, as relates to certain lines—science, theology, fiction, juvenile, medical, law, mechanical, etc.

Dawson's Book Shop will be continued at the old address, 627 South Grand Avenue, where the emphasis will be continued on rare books, fine bindings, association items, first editions, Californiana, and particularly art books, old and new. The shop is being re-fitted with special departments on the balcony and rare book rooms in the rear.

To take the place of Mr. Rogers and Mr. Gamo, who has gone with him, Charles Yale, formerly of Vroman's, Pasadena, and Allan Bromley, formerly of Stratford and Company of Los Angeles, have been added to the Dawson organization.

## Discovery of Lost Books of Livy

ARTHUR HAMILTON SMITH, Keeper of Greek and Roman antiquities at the British Museum, has received word under unusual circumstances of the discovery by an Italian scholar of the 142 books of Livy's History. The notice appeared on the wrapper of the *Neapolitan Rivista Indo-Greco Italica*, issued on August 5. Dr. Mario di Martino Fusco is the reputed discoverer of the books, but he maintains a singular reticence about them. The books are written in a series of codices in unical characters he reports, and after Dr. Fusco has transcribed the work up to

and including the second decade he will immediately put all the volumes at the disposal of the learned.

## Printers' Demands in New York

THE Typographical Union Number Six of New York has decided to demand a wage increase of \$5 a week and pay for five holidays. The basic scale is now \$53. At first, the Union refused to have any arbitration with the Employing Printers on this matter, as there was no arbitration clause in its last contract, but a meeting was held last week at which it decided to let arbitration proceed.

At the recent annual convention of the International Typographical Union, the president reported that \$15,000,000 had been spent on strike benefits in four years and that there was \$5,000,000 still in the union treasury. This large sum has been spent in supporting the plan for a program for a national forty-four hour week. On the vote of the convention this phase of its activities will be abandoned. It is claimed by the union that the forty-four hour week has been very largely established thru this effort and claimed by the printers that it has increased the non-union area in the printing field.

## Typothetae given Clean Slate

JUST a year ago the Federal Trade Commission brought action against the United Typothetae of America, directing it to desist from certain practices which bore the aspect of fixing prices. The Typothetae was directed to answer, and in October last filed a petition in the United States Circuit Court of Appeals in Chicago to set aside the order. The Typothetae has now withdrawn that action from the court, and the Commission has withdrawn its criticism of U. P. A. methods.

The situation arose as the result of certain efforts of the general educational campaign of the Typothetae, on the one hand to educate the printers in better methods of printing and on the other to introduce better business methods, so that printing shops would be able better to estimate costs and provide for profits. In outlining the system of education and of cost accounting the program included suggestions for a uniform percentage which should be included in selling price as profit by all those using the cost accounting system.

The plan also required that members using the uniform cost accounting system should send in itemized statements of their production costs for the purpose of cal-

culating average, normal or standard costs of production. These, in turn, were published to the members and were generally known as the "standard price list."

There was also compiled and published for members a book of instructions and suggestions for the translation of these standard costs into selling prices.

All these things taken together became, in the eyes of the Trade Commission, a program contrary to the Sherman Law, and it was for that reason the action was taken.

### One Thousand Useful Books

A REVISED list of useful books in all fields has been edited by a special committee at the Detroit Public Library for purposes of the American Library Association. This is the outgrowth of the list of 800 useful books, printed in war time, during which period there were special calls in all directions for books of practical information and for works on vocational education.

A reprinting of this has been due to the initiative of the Haskin Information Bureau at Washington, which serves a chain of the leading newspapers and needs such a list to answer many of the questions coming to it as to the best sources of information. The list will be valuable to booksellers as a check-list of books in important fields, and copies can be had for distribution from the American Library Association at \$6 per 100. It is very likely, with the wide distribution of this list thru the Haskin Bureau, that many booksellers will have calls for the volumes listed. Publishers and prices are given. Along with the list of informational books a list of 50 books for children has been included.

### Shaw Discusses the Films

THE sins of the American movies have been gone over with care by Bernard Shaw, but, after cataloging its shortcomings, he does not condemn the art itself and may, in fact, try his hand some time at the scenario:

"That," he says, "is a new art. I might be tempted to try my hand at it. But after all, if one has the gift of language, asking one to write a dumb show is rather like asking a Titian to paint portraits in black and white. Still there is one sort of dumb show that is something more than a play with the words left out and that is a dream. If I ever do a movie show, it will have the quality of a dream. Movie plays should be invented expressly for the screen by original, imaginative visualizers."

Regarding the subject matter of American films, he says: "The movie play has supplanted the old-fashioned tract and Sunday school prize. It is reeking with morality."

### A Masterpiece of Book Making

THE occasion of Bertram Goodhue's death has prompted an article in the *Linotype Bulletin* on "Goodhue: Architect and Book Designer," in which it is said:

"His greatest achievement in printing was in the Merrymount Press 'Altar Book,' two pages of which are reproduced. The Merrymount type in which the book was set was designed by Goodhue, and the borders and initials were also his work. It has been said of this book that 'no finer design in the Gothic manner has been wrought in America.' It remains an outstanding example of the close connection between architecture and typography and of the magnificent results that can be accomplished by the application of architectural principles to book design."

### Four Centuries of Fine Printing

STANLEY MORISON'S "Four Centuries of Fine Printing" announced some time ago, is now being delivered to subscribers, and its limited edition of 440 copies is all subscribed, and of the special edition of 13 copies only one remained several weeks ago. In addition to an introductory essay and indexes, this volume consists of 240 pages of facsimiles taken from fine books printed at presses established in Europe and America within the years 1500 to 1914. The book is limited to the consideration of printing in the roman letter, and for the sake of completeness includes some examples of the work of the brothers da Spira and Nicholas Jensen. The reproductions are in the finest collotype and in the size and colors of the originals. In the case of notable books like the *Horae* of Tory and the *Calendrier Historial* of Jean de Tournes, facsimiles have been made of a number of pages. Equally fine modern books like Bruce Rogers' edition of the "Compleat Angler" or Mr. Updike's "Wedding Journey of the Amorys" have been similarly treated; and two pages or more are shown of many of the finest books of the 16th century Paris and Lyons presses. Thus there are no fewer than 676 exhibits, of which a large number are in folio, and the volume may fairly claim to be unique. No study of fine printing on this scale has hitherto been attempted.



## Obituary

### HENRY RICHARD TEDDER

HENRY RICHARD TEDDER, librarian of the Athenaeum Club in London, died on August 1st, age seventy-four. He was a contributor to the "Encyclopaedia Britannica" and the "Dictionary of National Biography," and a prominent leader in the library movement in England. He was joint secretary of the International Conference of Librarians in 1877 and for many years treasurer of The Library Association.

## Communications

### COLLECTING MACHEN

Grant Richards Ltd., Publishers,  
8 St. Martin's Street, London,  
August 12th, 1924.

Editor, *Publishers' Weekly*:

I have been particularly interested in the seventh of H. D. Clevely's articles on How to Collect First Editions, and his statement that a friend of his has an "absolutely complete and up to date" Machen collection. Has he, I wonder, a proof copy—the book never went beyond that stage—of "The Garden of Avallaunius"? This was the title that Mr. Machen first intended for "The Hill of Dreams," but for one reason or another publication under the title of "The Garden of Avallaunius" was not proceeded with. And indeed, writing without reference, I think the story suffered certain slight alterations before it came out under the later title. I know of the existence of only one copy of "The Garden of Avallaunius," and that has Mr. Machen's own proof corrections. I should be interested to hear if there are other copies in America.

Yours faithfully,  
GRANT RICHARDS.

### EXPERTS NEEDED

New York City,  
August 26, 1924.

Editor, *Publishers' Weekly*:

Merely as a hint to the American Booksellers' Association, I call attention to the fact that the organized Barbers' Protective Association in convention assembled at Milwaukee declared itself in favor of a two year college course for all barbers.

If they regard such training as important for people who treat merely the outside of the public head, is it not desirable that we cultivate at least an equally high ideal for those who serve that which lodges underneath the coiffure?

Yours truly,  
B. W. HUEBSCH.

## Correction

IN the obituary of John R. Coryell in the *Publishers' Weekly* of August 2nd, the statement was made, copied from the obituary in the public press, that he had at one time used the nom de plume of Bertha M. Clay. This was an error. Mr. Coryell did write some of the "Nick Carter" stories and did a great deal of serial work under the name of Lillian R. Drayton and Lucy May Russell. The name of Bertha M. Clay is a pseudonym given by Street & Smith in the days of the old *New York Weekly* to Charlotte M. Braeme, an English writer of the popular type of love story. After Mrs. Braeme's death, other authors contributed serials to the *Weekly* under that pseudonym. Thomas Hanshaw, for instance, was one of them.

## New Publishing House

PAYSON & CLARKE COMPANY have opened offices at 385 Madison Avenue. They expect to be ready in a few months with a program of publishing, especially in the field of art and fine brochures, possibly with magazines. A detailed announcement will be made later in the year.

William Farquhar Payson has been business manager of *Success Magazine*, and previously had been managing editor of *Vogue*, and a member of the New York *Times* editorial staff. For a considerable period he represented American publishers in the office of William Heinemann in London before Mr. Heinemann's death.

James Irving Clarke has been managing editor of *Success* and had formerly been second vice president of the National Bank of Commerce and a member of the editorial staff of the New York *Sun*.

## Personal

HARPER & BROTHERS announce that Frederick S. Crofts, for some years Manager of their Educational Department, has to their great regret withdrawn from business. To that position they have appointed Frank S. MacGregor who has had a wide experience in the College Textbook Departments of Houghton, Mifflin Co. and Henry Holt & Co., and who is well fitted to carry on the work that Mr. Crofts has done so successfully and to put into effect their plans for a further development of this branch of the business.

THE ATLANTIC MONTHLY PRESS, INC., announces that Walter R. Kohr, formerly Western Manager of the Trade Department of The Macmillan Company, will become its special sales representative on September 1st, 1924.



# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

## Adams, Frederick A.

Projects in furniture making. 96p. il. O [c. '24] Milwaukee, Bruce Pub. Co. \$1.45

## Addington, Sarah

Round the year in Pudding Lane; il. by Gertrude A. Kay. 231p. O '24 c. '23, '24. Bost., Little, Brown. \$2

Twelve original and whimsical tales—one for each month—of the adventures that happened to the Mother Goose children who lived in Pudding Lane.

## Alexander, William

One hundred ways of canvassing for life insurance. 361p. D '24 N. Y., Spectator Co. \$3.50

## Ames, Joseph Bushnell

Curly Graham, cowpuncher. 329p. il. D [c. '24] N. Y., Century \$1.75

A popular hero of earlier juvenile tales is working on his own ranch.

## Angellotti, Marion Polk

Three black bags. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

## Animal book, The

180p. il. (pt. col.) Q [c. '24] N. Y., Cupples & Leon \$1.25

## Ashley, Roscoe Lewis

The constitution today. 250p. il. D '24 N. Y., Macmillan \$1.20

## Banks, Helen Ward

The house of the lions. 249p. il. D [c. '23, '24] N. Y., Century \$1.75

A novel for young people in their 'teens, with an incidental mystery, not entirely cleared up until the final pages.

## Barbour, Ralph Henry [Richard Stillman Powell, pseud.]

Spaniard's cave. 324p. il. D [c. '24] N. Y., Century \$1.75

A month of exciting adventure begins when Joe Whitman, in order to get an important piece of information to his father, leaps aboard the Bermuda steamer on which he supposes him to be sailing.

## Barlow, Glyn

The story of Madras. 127p. il. maps. D '24 c. '21 N. Y., Oxford 75 c.

## Barrington, E., pseud.

The gallants; following according to their wont the ladies! 308p. il. D [c. '24] Bost., Atlantic Monthly \$3.50

In this companion volume to "The Ladies!" the author centers each story around some romantic masculine figure of history.

## Bartholomew, John, ed.

The handy reference atlas of the world: 10th ed. various p. il. (col.) maps (col.) D '24 Bost., Chas. E. Lauriat \$4.50 bxd.

An up-to-date, authoritative atlas in handy form for desk or library shelf.

## Baxter, George Owen

The long, long trail. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

## Bayern, H. A.

Cutting the cost of auto insurance in half. 48p. S N. Y., Spectator Co. pap., \$1; fab., \$1.50

## Bechdolt, Frederick Ritchie

Tales of the old-timers. 367p. front. D [c. '24] N. Y., Century \$2

A volume of true stories of the cattle states of the old West.

## Becke, Louis, i. e. George Louis

Rodman the boatsteerer and other stories. 330p. D [n. d.] Phil., Lippincott \$2

A new volume in the uniform collected edition of the works of Louis Becke.

## Benson, Arthur Christopher

Chris Gascoyne; an experiment in solitude; from the diaries of John Trevor. 315p. D '24 N. Y., Dutton \$2.50

The story of a man who gave up his busy futile life in London and bought a house in the country, hoping to "find himself."

## Bell, Edward Price

Steadfast France; that nation's aims set forth in an interview with its ex-president and premier, Raymond Poincaré; with an appreciation of the French statesman by Paul Scott Mowrer. 11p. D (Chic. daily news reprints, no. 14) c. '24 Chic., Chicago Daily News pap. 10 c.

## "Big Rich"

My alligator grin and other poems. 60p. il. S c. '24 Evansville, Ind., E. A. Richardson pap. apply

## Burrill, Ellen Mudge

The State house, Boston, Mass.; 8th ed. 174p. il. D '24 Bost., Wright & Potter Pr. Co. pap. apply

**Bercovici, Konrad**

*Iliana*; stories of a wandering race. 324p. D c. N. Y. Liveright \$2

Eleven short stories—each of them awarded three stars, the highest ranking in the annual listings of Edward J. O'Brien, the short story expert.

**Berk, Lucile**

Proverb stories of many lands. 250p. il. D [c. '24] N. Y., Century \$1.75

Twelve short stories of boys and girls in many lands and ages, each typifying some bit of folk wisdom.

**Betten, Francis Sales**

Historical terms and facts; a reference book for students of history. 175p. il. D [c. '24] Bost., Allyn & Bacon \$1

Planned as a companion volume to two of the author's books, "The Ancient World" and "The Modern World," and designed mainly for Catholics.

**Blanchard, Harold F., and Oliver, A. F.**

Electrical equipment of the automobile. 453p. diagrs. O c. N. Y., U. P. C. Bk. Co. \$3.50

Designed to instruct the reader in locating and curing trouble in automotive electrical equipment, this book is intended for the average automobile owner as well as the garage man and electrical repairman.

**Bojer, Johan**

A pilgrimage; tr. from the Norwegian by Jessie Muir. 246p. D [c. '24] N. Y., Century \$1.75

This new novel by the author of "The Great Hunger" is a study of the mother of an illegitimate child whose problems seem to be solved thru its adoption by unknown people.

**Bolitho, William**

*Leviathan* (England-France). 180p. O c. N. Y., Harper bds. \$2

Essays on varied aspects of life, chiefly in London and Paris, which originally appeared in the *New York World* and the *Outlook* (London).

**Bower, Lahman Forrest**

The economic waste of sin. 272p. (bibl. footnotes) D [c. '24] N. Y., Abingdon \$1.75

An attempt to appraise the wastefulness of sin in the realm of economics and to find out what sin costs our country each year in actual dollars and cents.

**Brazil, Angela**

Schoolgirl Kitty. 308p. il. D '24 c. '23 N. Y., Stokes \$1.75

A story of English and American girls at school in Paris.

**Brown, Irving**

Gypsy fires in America; a narrative of life among the Romanies of the United States and Canada. 252p. il. O c. N. Y., Harper \$3

The author is a student of gypsy life and history, a wanderer and a blood brother of the Romany, welcome to their camps all over the world.

**Brown, Percy**

Indian painting under the Mughals, A.D. 1550 to A.D. 1750. 204p. il. (pt. col.) Q '24 N. Y., Oxford \$35

**Brown, William Jethro**

The underlying principles of modern legislation. 334p. O '24 N. Y., Dutton \$3.50

**Bumpus, Thomas Francis**

Ancient London churches. 423p. il. (col. front.) O [n. d.] N. Y., Stokes bds. \$4.50

A complete treatment of London's old churches with an introductory sketch on church architecture.

**Cadby, Carine**

The brownies in Switzerland; a children's winter sport holiday. 133p. il. (col.) O [c. '24] N. Y., Macaulay \$1.50

**Calkins, Earnest Elmo**

"Louder please!" the autobiography of a deaf man. 260p. il. O [c. '24] Bost., Atlantic Monthly \$2.50

The life of a successful business man and writer of ability.

**Callan, Frank H.**

Excellence in English; the power of prose; with copious examples. 549p. O c. N. Y., Devin-Adair \$4.50

With a foreword by Dr. William L. Ettinger, superintendent of schools in New York City.

**Cameron, Rev. Duncan**

Songs of sorrow and praise; studies in the Hebrew psalter; Hastie lectures (Glasgow University), 1920. 249p. D '24 N. Y., Scribner \$2.50

**Canton, William**

The Bible story. 460p. il. (col.) map O [n. d.] N. Y., Doran \$3.50

A new edition of a Bible paraphrase for children.

**Carman, Bliss, i.e., William Bliss**

Ballads and lyrics. 303p. S [c. '24] Bost., Small, Maynard \$2

The endpaper poems have been written specially for this volume, which includes all the poet's early poems, published, as a whole, for the first time in America.

**Céard, Henry**

A lovely day; tr. by Ernest Boyd. 198p. D c. N. Y., Knopf bds. \$2

The story of a single day in the humdrum existence of a respectable housewife who tries in vain to escape into a passionate adventure. The author is a member of the Goncourt Academy.

**Chambers, Robert William**

The talkers. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

**Camp, Walter, ed.**

National collegiate athletic association football rules; official intercollegiate foot ball guide. 337p. il. D (Spalding's athletic lib., no. 200-R) c. '24 N. Y., American Sports Pub. Co. pap. 25 c.

**Carter, E. Ellin**

Designs for artistic leather work; elementary, 2. 16p. il. O [n. d.] N. Y., Spon & Chamberlain pap. 75 c.

Designs for artistic leather work, consisting of a graduated series of outlines for students and others; advanced, pt. 2. 16p. Q [n. d.] N. Y., Spon & Chamberlain pap. 90c

**Chamberlain, Thomas Roscoe**

Introduction of parasites of the alfalfa weevil into the U. S. 9p. il. O (U. S. dept. of agric., dept. circ.) '24 301 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply



**Chapin, Anna Alice**

The true story of Humpty Dumpty; how he was rescued by three mortal children in Make Believe land; il. by Ethel Franklin Betts. 205p. il. (front. col.) O [c. '05; '24] N. Y., Macaulay \$1.25

**Chapple, Joseph Mitchell**

Life and times of Warren G. Harding, our after-war president. 395p. il. O c. Bost., Chapple Pub. Co. \$3.50

**Chisholm, Arthur Murray**

When Stuart came to Sitkum; a western story. 320p. D [c. '24] N. Y., Chelsea House \$2

**Church, Alfred J.**

Roman life in the days of Cicero; sketches drawn from his letters and speeches; American ed. 302p. il. D '24 N. Y., Macmillan \$2

**Clausen, Bernard, Chancellor, D.D.**

Pen portraits of the twelve. 153p. il. D [c. '24] N. Y., Revell \$1.50

Character studies of the twelve apostles.

**Codd, Mortimer Arthur**

Electric wiring diagrams for motor vehicles; embracing all the leading systems of lighting, starting and ignition for British, American and European motor vehicles. 92p. O '24 N. Y., Spon & Chamberlain \$1.05

**Collins, Archie Frederick**

The boy chemist. 319p. front. diags. D [c. '24] Bost., Lothrop \$2

Experiments simply and clearly presented.

**Collodi, Carlo, pseud. [Carlo Lorenzini]**

Pinocchio; the adventures of a little wooden boy; tr. by Joseph Walker. 246p. il. (pt. col.) D ['24 c. '09] N. Y., Crowell \$1.50

A new large type edition of this childhood favorite.

**Coverdale, Harry**

The seventh shot. 318p. D [c. '24] N. Y., Chelsea House \$2

A mystery story.

**Crookshank, Francis Graham, M.D.**

The Mongol in our midst; a study of man and his three faces. 123p. (10p. bibl.) il. S [c. '24] N. Y., Dutton \$1.50

The author, a well-known English doctor, brings forward a mass of evidence in favor of a threefold origin of the human race.

**Daly, Thomas Augustine**

Herself and the houseful; being the middling-mirthful story of a middle-class American family of more than middle size. 155p. il. (col. front.) D [c. '24] N. Y., Harcourt \$2

The author's first adventure in prose tells of the combined fun and troubles he and Mrs. Daly had in raising their large family.

**Davis, Ozora Stearns**

Principles of preaching; a textbook based on the inductive method, for class use and private study. 287p. (bibl. footnotes) D (Univ. of Chic. pubs. in religious educ.) [c. '24] Chic., Univ. of Chic. Press \$2.50

**Dendy, Arthur**

The biological foundations of society. 207p. il. D '24 N. Y., Appleton \$2.50

The development of man and the process by which the race has evolved and built up in its evolution its present structure of civilized society.

**Derennes, Charles**

The life of the bat; tr. from the French by Louise Collier Willcox. 183p. D c. N. Y., Harper \$2

The life story of the bat by one of the most popular nature-writers of France.

**Dudeney, Mrs. Henry Ernest**

The finger-post. 323p. D '24 N. Y., Minton, Balch \$2

The discerning study of a strange young man with intimations of genius and his struggle against the ignorance and prejudice of the simple, toiling men and women of the Sussex Weald.

**Durell, Fletcher and Arnold, Elmer Ellsworth**

A second book in algebra; enl. ed. 358p. diags. D [c. '20, '24] N. Y., Chas. E. Merrill \$1.48

**Dye, Frederick W.**

Heating and hot water work; some of the problems and difficulties arising in practice. 199p. diags. D '24 N. Y., Spon & Chamberlain \$2.50

**Dyer, Walter Alden**

Many dogs there be. 333p. D [c. '24] N. Y., Century \$2

Some of the dog stories in this collection of twelve have previously appeared in magazines.

**Eaton, Walter Prichard**

The actor's heritage; scenes from the theatre of yesterday and the day before. 294p. il. D [c. '24] Bost., Atlantic Monthly bds. \$4

Amusing anecdotes as well as wise comment on plays and players of the early English and American stage; and a vivid study of the development of the theater in America.

**Emerson, Edwin**

Benedict Arnold; a drama of the American Revolution in three acts and a prelude. 42p. D [c. '23, '24] N. Y., Vail-Ballou Press, 200 Fifth Ave. pap. priv. pr.

**Ervine, St. John Greer**

The organised theatre; a plea in civics. 213p. D '24 N. Y., Macmillan \$1.75

The author pleads for an endowed theater, as a civic institution, which, he says, will have to be built up from the ruins of the repertory theater.

**Coleman, Caryl**

Novena in honor of blessed Therese of the Child Jesus (the little flower of Jesus), with a preface by Rev. William R. Charles. 32p. il. T '24 N. Y., Benziger Bros. pap. 15c.

**Darrow, George McMillan and others**

Establishing cranberry fields. 40p. il. O (U. S.

dept. of agric., farmers' bull.) no. 1400 '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Ewing, Paul Albert**

Pumping from wells for irrigation. 30p. il. (U. S. dept. of agric., farmers' bull. no. 1404) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply



**Eyton, John Seymour**

Expectancy; a novel. 329p. D [c. '24] N. Y., Century \$2

Full of the fascination of India—not the India of the great military towns but the India of the Himalayan hills, of the planter, the naturalist and vagabond.

**Faris, John Thomson**

Where our history was made; bk. 2. 367p. il. D [c. '24] Bost., Silver, Burdett \$1.08

**Felling, Keith**

A history of the Tory party, 1640-1714. 526p. O '24 N. Y., Oxford \$6

**Felt, Ephraim Porter**

Manual of tree and shrub insects. 408p. il. D (The rural manuals) c. N. Y., Macmillan \$3.50

A general account of the more important or common insects attacking shade and forest trees and woody ornamentals, by the State Entomologist of New York.

**Field, Rachel Lyman**

The pointed people; with silhouettes by the author. 110p. D c. New Haven, Conn., Yale \$1.25

A book of child verse touching all sorts of things from skyscrapers and city lights to sunshine and shadows and elfin thoughts and fancies.

**Fitch, John Andrews**

The causes of industrial unrest. 438p. (bibl. footnotes) O c. N. Y., Harper \$3

An important book on one of the most-discussed questions of the present time. The author is a lecturer at the New York School of Social Work and at Columbia University.

**Flecker, O. J.**

A school chemistry. 238p. diagrs. D '24 N. Y., Oxford \$1.20

**Foote, John Ambrose, M. D., comp. and ed.**

State Board questions and answers for nurses; being the actual questions submitted at the examinations of 31 state examining boards for nurses, with answers; 3rd ed., rev. and enl. 468p. O (Lippincott's nursing manuals) [c. '17, '19, '24] Phil., Lippincott \$3.50

**Fox, David**

Ethel opens the door. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

**Friel, Arthur O.**

The river of seven stars. 476p. il. O [c. '24] N. Y., Harper \$3.50

The true story of a six-thousand-mile trip through the wilderness of South America.

**Gabriel, Gilbert Wolf**

Brownstone front. 365p. D [c. '24] N. Y., Century \$2

**Fleming, Henry Craig, M. D.**

Medical observations on the Zuni Indians. various p. il. O (Contribs. from Mus. of Amer. Indian, Heye Found., v. 7, no. 2) '24 N. Y., Museum of the American Indian, Heye Found. pap. apply

**Hood, William Ross**

Free textbooks for public-school pupils. 15p. O

A novel of Brooklyn and New York in the days when bicycling was the national sport, and Fifth Avenue was all brownstone and empty lots.

**George, Walter Lionel**

The triumph of Gallio. 308p. D c. N. Y., Harper \$2

The loves and career of Holyoake Tarrant, radical agitator, shopkeeper, millionaire and peddler.

**Gilbert-Carter, Humphrey**

Descriptive labels for botanic gardens. 80p. T '24 N. Y., Macmillan pap. 60 c.

**Gillilan, Strickland W.**

Laugh it off; including Songs of sanity. 120p. D c. Chic., Forbes & Co., 443 S. Dearborn St. \$1.25

A humorist-philosopher pokes fun at Fear.

Graphic selling charts. 70p. Q '24 N. Y., Spectator Co. flex. cl. \$1.10

**Gray, Carl William and others**

Fundamentals of chemistry. 465p. il. D [c. '24] Bost., Houghton \$1.68

An elementary course.

**Greene, Mrs. Anne Bosworth**

Greylight. 222p. il. D [c. '23, '24] N. Y., Century \$1.75

Greylight is a silvery white Shetland pony who comes to live with a little girl and her mother in a town by the sea.

**Greig, Maysie**

Peggy of Beacon Hill. 290p. D [c. '24] Bost., Small, Maynard \$2

A lively story of modern youth, love and frivolity laid among the quaint by-ways of Boston's Beacon Hill.

**Hall-Quest, Alfred Lawrence**

Supervised study in the elementary school. 485p. D (Supervised study ser.) c. N. Y., Macmillan \$2

**Hanshew, Mary E. and Hanshew, Thomas W.**

The riddle of the spinning wheel. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

**Hardy, E. G.**

Some problems in Roman history; ten essays bearing on the administrative and legislative work of Julius Caesar. 342p. O '24 N. Y., Oxford \$6

**Harris, Albert Mason**

Selected orations. 444p. D [c. '24] Nashville, Tenn., Cokesbury Press \$1.75

A collection of one hundred choice speeches and selections edited and arranged by the professor of public speaking and debate in Vanderbilt University.

**Harrison, Norman B.**

His salvation: as set forth in the Book of Romans. 158p. D [c. '24] Chic., Bible Inst. Colportage Ass'n, 826 N. La Salle St. \$1

(U. S. bur. of educ., bull. 1923, no. 50) '24 Wash. D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Howard, Leland Ossian, and Bishopp, F. C.**

The house fly and how to suppress it. 19p. il. O (U. S. dept. of agric., farmers' bull., no. 1408) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Henderson, Bernard Lionel Kinghorn**

Morland and Ibbetson. 175p. il. S (British artists ser.) [23] N. Y., Stokes  
bds. \$1.50

**Hergesheimer, Joseph**

Balisand. 371p. D c. N. Y., Knopf \$2.50  
The Virginia of Washington and Jefferson, the century-old struggle between politics and patriotism live again in the life, loves and death of Richard Bale of Balisand.

**Hughes, Thomas**

Tom Brown's school days; ed. by Frank Sidgwick, with a preface by Lord Kilbracken. 376p. il. O [n. d.] N. Y., Stokes  
\$2.50

**Humphrey, Zephine and Lee, Elizabeth Sykes**

The story of Dorset [Vermont]. 288p. il. D c. Dorset, Vt., Public Library \$2

**Jeffery, Jeffery E.**

The burden. 274p. D c. N. Y., Seltzer \$2  
A story of the circumstances that convert the love of a happily married man into bitterness.

**Joad, C. E. M.**

Introduction to modern philosophy. 112p. il. D (World's manuals) '24 N. Y., Oxford  
\$1

**Jowett, John Henry, D. D.**

Springs in the desert; studies in the Psalms. 308p. D [c. '24] N. Y., Doran  
\$1.50

**Kelley, Ethel May**

Wings. 214p. D c. N. Y., Knopf \$2  
This study of a man and three women—the one he married, the one he loved, and the one who should have been his wife, is woven on a screen of life in Europe and New York.

**Kirkpatrick, Blaine E.**

Young people's work for young people; a handbook of interpretation and method for the Epworth league. 292p. S [c. '24] N. Y., Methodist Bk. Concern \$1

**Langner, Lawrence**

Moses; a play, a protest and a proposal. 236p. D c. N. Y., Liveright \$2

A comedy-drama in a prologue and seven scenes by one of the original directors of the Washington Square Players and the founder and one of the directors of the New York Theatre Guild. "Moses" is a daring and entertaining interpretation of the Old Testament story.

**Lauer, Conrad N.**

Engineering in American industry—the development of industry in these United States during one hundred and twenty years. 96p. il. Q '24 N. Y., McGraw-Hill \$2.50

**Lawrance, Marion**

My message to Sunday school workers. 305p. front. (por.) D [c. '24] N. Y., Doran \$2

The author's twenty-five greatest addresses.

**Leland, Charles Godfrey**

The gypsies; centenary ed.; with introd. by Elizabeth Robins Pennell. 380p. front. (por.) O '24 c. '82, '24 Bost., Houghton \$3  
A new edition in honor of the hundredth birthday of the author.

**Le Queux, William Tufnell**

Things I know about kings, celebrities and crooks. 320p. il. O [n. d.] N. Y., Stokes \$4  
Interesting anecdotes about the great world and the underworld, by a cosmopolitan.

**Lescarbours, Austin Celestin**

Radio for everybody; entirely rewritten and enl. ed. 368p. il.; diagrs. D c. N. Y., Scientific American Pub. Co. \$1.50

"A popular guide to the fascinating subject of radio communication in general, and the practical reception of radio broadcasting programs and news features in particular, for the layman who wants to apply radio for his pleasure and profit without going into the special theories and the involved intricacies of the art."

**Lomer, R. E.**

Automobile repair manual; a treatise on the theory, practice and repair of the gasoline automobile. 303p. diagrs. O c. N. Y., U. P. C. Bk. Co. \$3

Covering the principles of operation, care and use of tools—for the motoring public as well as the mechanic.

**Loti, Pierre, pseud. [Louis Marie Julian Viaud]**

The Iceland fisherman (Pêcheur d'Islande); tr. from the French by W. P. Baines. 256p. front. (col.) O [n. d.] N. Y., Stokes \$4

A volume in the uniform edition of the author's works.

**Lowry, Edith Belle, M. D. [Mrs. Richard Jay Lambert]**

What does your child weigh? 187p. D (Orchard Hill camp ser.) [c. '24] Chic., Forbes & Co., 443 S. Dearborn St. \$1.25

A guide to the health care of children from two to fifteen years old, with directions for diet, development, health habits, etc.

**Luckenbill, Daniel David**

The annals of Sennacherib. 207p. il. Q (Univ. of Chic. Oriental inst. pubs., v. 2) [c. '24] Chic., Univ. of Chic. Press bds. \$4

A significant work for Old Testament students and those interested in ancient Oriental civilization. The author is professor of Semitic languages and literature in the University of Chicago.

**McCarter, Margaret Hill**

Homeland. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

**MacDonough, Glen and Chapin, Anna Alice**

Babes in toyland. 180p. il. (pt. col.) O ['04, '24] N. Y., Macaulay \$81.25

In which Jane and Alan are shipwrecked and meet with very many interesting adventures.

**Jacob, Francis W.**

Leading cases on the law of torts in Massachusetts. 184p. O [c. '24] Amesbury, Mass., Guild & Cameron, Prs. pap. \$1.75

**Keller, William A.**

Rensselaerville, an old village of the Helderbergs. 16p. il. Q (White pine ser. of arch. mono-

graphs, v. 10, no. 4) [c. '24] N. Y., Russel F. Whitehead, 150 E. 61st st. pap. apply

**Lescohier, Don Divance**

Sources of supply and conditions of employment of harvest labor in the wheat belt. 27p. il. O (U. S. dept. of agric., dept. bull., no. 1211) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply



**McFee, Inez Nellie [Mrs. M. M. McFee]**  
Lives of busy neighbors. 319p. il. D c. N. Y., Stokes \$2

Life in the insect kingdom, and the fascinating details of its trades, professions, laws and wars, etc.

**MacGowan, Alice**

A girl of the plains country. 351p. D c. N. Y., Stokes \$1.75

A novel for girls, with the scene at Texas ranch.

**Machen, Arthur**

The London adventure; an essay in wandering. 170p. D c. N. Y., Knopf \$2

Autobiographical in tone, this book of essays is, in a sense, a companion volume to "Far Off Things" and "Things Near and Far."

**MacLay, Edgar Stanton**

A history of American privateers. 558p. il. O '24 c. '99 N. Y., Appleton \$3

Mr. MacLay's book fills in the picture of one of the most fascinating phases in the history of early American shipping—that period from before the Revolution until after the War of 1812 when the privateers sailed the high seas.

**McLean, McDugald Keener**

Tuberculosis; a primer and philosophy for patient and public. [rev. ed.] 174p. D [c. '22, '24] N. Y., Journal of Outdoor Life; 370 7th Ave. \$1

**McMurtrie, Douglas Crawford**

Type specimens; a contribution to typographic bibliography; lim. ed. 16p. D '24 Chic., Rob't O. Ballou bds. \$2

A bibliography of type specimens in an exhibition of the American Institute of Graphic Arts.

The Pierre Cot type specimen of 1707; with a reproduction in facsimile of the original specimen; lim. ed. 24p. O '24 Chic., Rob't O. Ballou bds. \$2

**Marquette readers, The; primer; by Sisters of Mercy, St. Xavier College, Chicago, Illinois; il. by Maud and Miska Petersham.** 110p. il. (col.) D '24 N. Y., Macmillan 60 c.

**Marr, George Summerfield**

The periodical essayists of the eighteenth century; with illustrative extracts from the rarer periodicals. 264p. O '24 N. Y., Appleton \$2.50

**Melville, Herman**

White jacket. various p. D (copyright fiction) '24 N. Y., Burt 75 c.

**Merz, Charles**

Centerville, U. S. A. 275p. D [c. '24] N. Y., Century \$2

A series of short stories and sketches, some of them previously published, revealing the American small town with honesty and without bitterness.

**Miller, Elizabeth York**

Obligations. 335p. front. D [c. '24] N. Y., Century \$2

The story opens in Little Rock, shifts to Washington and London, and then to Paris and its suburbs.

**Monkhouse, Allan Noble**

My daughter Helen. 311p. D [c. '24] N. Y., Harcourt \$2

A daughter, her choosing of a husband and their marriage as perceived by her father is the theme of this novel by the literary editor of the *Manchester Guardian*

**Moore, John Robert**

Symphonies and songs [verse]. 86p. D '23 c. Bost., Four Seas \$1.50

**More, Sir Thomas**

Sir Thomas More: selections from his English works and from the Lives by Erasmus and Roper; ed. by P. S. and H. M. Allen. 208p. il. D (Clarendon English ser.) '24 N. Y., Oxford \$1.20

**Morgan, John Jacob Brooke**

The psychology of the unadjusted school child. 311p. (bibl.) D c. N. Y., Macmillan \$2

The fundamental points of abnormal psychology explained to give the teacher a clearer understanding of human nature.

**Nathan, George Jean**

Materia critica. 242p. O c. N. Y., Knopf \$2.50

The eighth in the series of Mr. Nathan's books on art, criticism, drama, acting, and the theater.

**Ninde, Edward S.**

George Whitefield, prophet-preacher. 222p. il. D [c. '24] N. Y., Abingdon \$1.50

George Whitefield, one of the foremost preachers of his day, was associated with the Wesleys in their work of religious reformation in England.

**North, Grace May**

Dixie Martin, the girl of Woodford's canon. 363p. il. D [c. '24] Bost., Lothrop \$1.75

A story, laid in the Sierra Nevada Mountains, for girls from ten to fourteen.

**O'Brien, Sara Redempta**

Beginners' English for foreigners. 160p. il. D [c. '24] Bost., Houghton 76 c.

**O'Shea, M. V. and Kellogg, J. H.**

Health habits, rev. ed. 263p. il. D '24 N. Y., Macmillan 80 c.

**Paine, Ralph Delehaye**

Joshua Barney; a forgotten hero of blue water. 418p. il. O [c. '24] N. Y., Century \$4

The stirring history of a real man—Joshua Barney, who played an important part in the Revolution and the war of 1812.

**Marsh, Charles Dwight and Clamson, A. B.**

The meadow death camas (*Zygadenus venenosus*) as a poisonous plant. 15p. il. O (U. S. dept. of agric.; dept. bull. no. 1240) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Oetteking, Bruno**

Reclination of the pars basilaris in normal and in artificially deformed skulls. 25p. (bibl.) S (Indian notes and monographs, no. 27) '24 N. Y., Museum of American Indian, Heye Found pap. apply

**Ovette, M.**

Bargain magic. 48p. D '24 Milwaukee, Wis., Caspar pap. 50 c.

**Penn. Compensation Rating and Inspection Bureau**

Statistical analysis of coal mine accidents in Pennsylvania, 1916 to 1922 inclusive. 140p. O [n. d.] Harrisburg, Pa., [Author], Coal Mine Section pap. apply



**Parker, T. Jeffery and Haswell, William A.**  
A textbook of zoology, v. 2. 734p. il. diags. O '24 N. Y., Macmillan \$6.50

**Partners in the conquering cause.** 144p. S [c. '24] Dayton, O., Bd. of Administration, United Brethren in Christ 50c.

**Payne, Enoch George**

We and our health; bk. 1. 86p. il. (pt. col.) O c. N. Y., American Viewpoint Soc. \$1

A health book for children.

**Phillips, Charles**

The Teacher's year; an informal handbook for the Catholic educator. 286p. D c. N. Y., P. J. Kenedy \$1.75

**Piper, Charles Vancouver**

Forage plants and their culture; rev. ed. 696p. il. D (Rural textbooks ser.) '24 c. '14, '24 N. Y., Macmillan \$3.80

**Pitman, Norman Hinsdale**

Chinese fairy tales. 230p. il. (col.) D [c. '10, '24] N. Y., Crowell \$1.60  
A revised and enlarged edition.

**Ransome, John Crowe**

Chills and fever; poems. 95p. O c. N. Y., Knopf bds. \$1.50

Much of this verse by a young Tennessean has appeared in such magazines and newspapers as the *Fugitive*, the *Literary Review*, the *Bowling Green* (N. Y. *Evening Post*), etc.

**Read, Harlan Eugene and Harvey, Charles J.**

Bookkeeping and accounting. 221p. diags. O (Read system of commercial texts) c. N. Y., Macmillan \$1.88

**Reynolds, Helen Wilkinson**

Poughkeepsie; the origin and meaning of the word. 93p. (6p. bibl.) il. 2 (Collections of the Dutchess County Historical Society, v. 1) c. Poughkeepsie, N. Y. [Author] \$3

The authentic and romantic history of Poughkeepsie with information about the Indians and the first white men in Dutchess County.

**Rhoades, Nina, pseud. [Cornelia Harsen Rhoades]**

The adventures of Joan. 237p. il. D [c. '24] Bost., Lothrop \$1.50

Joan is a little blind girl of eleven, who tells her own story of her remarkable adventure.

**Roe, Edward Thomas**

Lessons in business; a complete compendium of how to do business by the latest and safest methods; census ed. 512p. il. diags. D '24, c. '18-'24 Chic., John A. Hertel Co. \$1.90; lea. \$2.90

Embracing finance, trade and speculation, legal facts and forms, civil service requirements, etc., with chapters on lumbering, farming and other trades.

**Rose, John Holland**

Life of William Pitt. various p. front. (por.) O '24 N. Y., Harcourt \$7.50

The present edition compresses into one volume the whole of the two previous volumes entitled "William Pitt and National Revival" and "William Pitt and the Great War," which were published in 1911.

**Rutter, Frank U. P.**

Wilson and Farington. 171p. il. S (British artists ser.) [23] N. Y., Stokes bds. \$1.50

**Sabatini, Rafael**

The life of Cesare Borgia, of France, Duke of Valentinois and Romagna, Prince of Andria and Venafrì, Count of Dyois, Lord of Piombino, Camerino and Urbino, Gonfalonier and Captain-General of Holy Church; a history and some criticisms. 500p. front. (por.) map. D '24 Bost., Houghton \$2.50

A new popular edition of this study of one of the most amazing careers in history—of a man who was a ruffian, a wise general, an art patron and a homicide.

**Schorling, Raleigh and others**

Modern mathematics, briefer course; a textbook in the fundamentals of general mathematics. 463p. diags. D c. Yonkers, N. Y., World Bk. Co. \$1.48

**Schrader, Frederick Franklin**

The Germans in the making of America. 274p. (bibl. footnotes) D (Knights of Columbus racial contrib. ser.) c. Bost., Stratford \$2

The historical, political and general cultural influence of the German element on American institutions.

**Sharpe, R.**

Dog training by amateurs; a handbook of instruction for all sportsmen. 149p. il. D (Country life lib.) [n. d.] N. Y., Scribner \$3

**Siemens, Hermann W., M. D.**

Race hygiene and heredity; tr. and ed. by Llewellys F. Barker, M. D. 188p. (9p. bibl.) diags. D c. N. Y., Appleton \$2

Presenting, in a manner complete yet non-technical, facts of heredity and their application to the betterment of the race.

**Sinclair, Upton Beall**

Singing jailbirds; a drama in four acts. 95p. D [c. '24] Pasadena, Cal., Author pap. 25c.

**Skaggs, William H.**

The southern oligarchy; an appeal in behalf of the silent masses of our country against the despotic rule of the few. 483p. O c. N. Y., Devin-Adair \$5

A study of corrupt political practices by a native of Alabama.

**Ramser, Charles Ernest**

Terracing farm lands. 24p. il. O (U. S. dept. of agric., farmers' bull., no. 1386) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Snyder, Thomas Elliott**

Tests of methods of protecting woods against termites or white ants; a progress report. 16p. O (U. S. dept. of agric.; dept. bull. no. 1231) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Stillwell, Margaret B.**

Fitting Rhode Island children for school days and their work in life; a study of certain laws and conditions affecting the physical well-being of Rhode Island children of school age. 126p. S (Series 1, monograph 1) '23 Providence, R. I., Rhode Island State Bd. of Health, Child Welfare Div. pap. apply

**Stone, Rev. James S.**

The hope of the ages; an Easter message. 78p. D c. Chic., Daughaday & Co. pap. apply

**Sleigh, R. S.**

The sufficiency of Christianity; with an introd. by Prof. William Fulton. 254p. O [n. d.] N. Y., Doran \$3

"An inquiry concerning the nature and the modern possibilities of the Christian religion, with special reference to the religious philosophy of Dr. Ernest Troeltsch."

**Spyri, Frau Johanna Heusser**

Heidi; tr. by Mabel Abbott and il. in color by Violet Moore Higgins. 284p. O [c. '24] Chic., Albert Whitman Co. \$1.25 bxd.

A new edition of an always popular children's book.

**Stoddard, Henry Lee**

When it was light; the message from the stars; the prehistoric mysteries disclosed. 297p. il. diagr. O c. Chic., Yogi Publication Society, 800 N. Clark St. \$10

Purporting to show the Zodiac as the archetype of the Bible.

**Stone, Clarence R. and De Werthern, Helen**

Stone's silent reading; book I. 128p. il. (pt. col.) D [c. '24] Bost., Houghton 60c.

**Strickland, Francis Lorette**

Psychology of religious experience; studies in the psychological interpretation of religious faith. 320p. O [c. '24] N. Y., Abingdon \$2

**Sweet, William Warren**

Our American churches. 135p. (1p. bibl.) D (Studies in Christian faith) [c. '24] N. Y., Methodist Bk. Concern 75c.

A history of church organization and life in America.

**Tarbell, Martha**

Tarbell's teachers' guide to the international Sunday-school lessons; improved uniform course for 1925; 20th annual v. 416p. il. O [c. '24] N. Y., Revell \$1.90

These eventful years; the twentieth century in the making, as told by many of its makers; being the dramatic story of all that has happened throughout the world during the most momentous period of all history; 2 v. 1320p. il. O [c. '24] N. Y., Encyclopedia Britannica set \$11.50

**Thomas, M. Bross, D.D.**

The Biblical idea of God; lectures deliv-

ered before Lake Forest College on the foundation of the late William Bross. 197p. D c. N. Y., Scribner \$1.50

**Timmermans, Felix**

Pallierter; tr. by C. B. Bodde; introd. by Hendrick Willem Van Loon. 246p. il. O [c. '24] N. Y., Harper \$2.50

A Flemish romance that has run thru many editions in its native country.

**Twain, Mark, pseud. [Samuel Langhorne Clemens]**

Sketches new and old; Mississippi ed. 390p. il. O '24 c. '75-'22 N. Y., Harper \$3

**Upright, Blanche**

The losing gain. various p. D (Copyright fiction) '24 N. Y., Burt 75c.

**Wade, Margaret**

Social usage in America. 377p. D [c. '24] N. Y., Crowell \$2

The author was social secretary to a Vice-President's wife for four years and has long been a newspaper writer on social topics in Washington.

**Watson, John Broadus**

Psychology from the standpoint of a behaviorist, 2nd ed. 465p. il. diagrs. D [c. '19, '24] Phil., Lippincott \$3

The author is editor of the *Journal of Experimental Psychology* and lecturer at the New School for Social Research.

**Whitbeck, Ray Hughes**

Industrial geography; production manufacture, commerce. 608p. (4p. bibl.) il. maps. D [c. '24] N. Y., Amer. Bk. Co. \$1.72

Covers the subject matter often included under the term Commercial Geography.

**White, Kathrine Keogh**

The King's Mountain men; the story of the battle, with sketches of the American soldiers who took part. 271p. (2p. bibl.) O '24 Dayton, Va., Joseph K. Ruebush Co. \$5

**Willcox, Mrs. Louise Collier, comp.**

The torch; a book of poems for boys. 537p. il. (col.) O c. N. Y., Harper \$5

An anthology for boys between three and ten, representing over one hundred of the best loved names in English and American poetry.

**Wilson, Joseph R.**

Surety and casualty salesmanship. 360p. D '24 N. Y., Spectator Co. \$4

**Stuart, William J.**

Candle light philosophy; being the meditations of a "cave dweller." various p. front. (por.) O c. '24 N. Y., Davie Press apply

**Treadwell, A. L.**

A new marine annelid from Chile. 3p. O (nom. proc. of U. S. Nat'l mus., v. 65, art. 23, pp. 1-3) '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**University of South Dakota**

The natural resources of South Dakota. 28p. D (S. D. geol. & natural his. survey, circ. 16) '24 Vermillion, S. D., [Author] pap. apply

**Ward, Freeman, and Moulton, Gail F.**

Field conditions in southern Haakon county.

no. p. O (S. D. Geol. and natural hist. survey, circ. 17) '24 Vermillion, S. D., Univ. of So. Dakota pap. apply

**Wilson, Otto**

Oils, fats and waxes in Latin America. 22p. il. O '24 Wash., D. C., Gov. Pr. Off.; Supt. of Doc. pap. apply

**Wise, Marjorie**

On the technique of manuscript writing; with an introd. by Professor Patty Smith Hill. 53p. Q [c. '24] N. Y., Scribner pap. 80c.

**Wood, Thomas D., M.D.**

The child in school; care of the health. 77p. (bibl.) S (Nat'l health ser.) c. N. Y., Funk & Wagnalls fab. 30c.



# Title Index to the "Weekly Record"

Does not include the material listed in smaller type

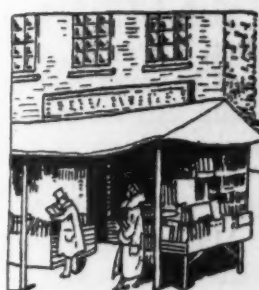
- Actor's heritage, The. Eaton, W. P. \$4  
*Atlantic Monthly*
- Adventures of Joan, The. Rhodes, N. \$1.50  
*Lothrop*
- American privateers, A history of. Maclay, E. S. \$3  
*Appleton*
- Ancient London Churches. Bumpus, T. F. \$4.50  
*Stokes*
- Animal book, The. \$1.25  
*Cupples*
- Annals of Sennacherib, The. Luckenbill, D. D. \$4  
*Univ. of Chic. Press*
- Automobile repair manual. Lomer, R. E. \$3  
*U. P. C. Bk. Co.*
- Babes in Toyland. MacDonough, G. \$1.25  
*Macaulay*
- Balisand. Hergesheimer, J. \$2.50  
*Knopf*
- Ballads and lyrics. Carman, B. \$2  
*Small, Maynard*
- Beginners' English for foreigners. O'Brien, S. R. 76c.  
*Houghton*
- Benedict Arnold. Emerson, E.  
*Vail-Ballou Press*
- Bible story, The. Canton, W. \$3.50  
*Doran*
- Biblical idea of God, The. Thomas, M. B. \$1.50  
*Scribner*
- Biological foundations of society, The. Dendy, A. \$2.50  
*Appleton*
- Bookkeeping and accounting. Read, H. E. \$1.88  
*Macmillan*
- Boy chemist, The. Collins, A. F. \$2  
*Lothrop*
- Brownies in Switzerland, The. Cadby, C. \$1.50  
*Macaulay*
- Brownstone front. Gabriel, G. W. \$2  
*Century*
- Burden, The. Jeffery, J. E. \$2  
*Seltzer*
- Causes of industrial unrest, The. Fitch, J. A. \$3  
*Harper*
- Centerville, U. S. A. Merz, C. \$2  
*Century*
- Chills and fever. Ransome, J. C. \$1.50  
*Knopf*
- Chinese fairy tales. Pitman, N. H. \$1.60  
*Crowell*
- Chris Gascoyne. Benson, A. C. \$2.50  
*Dutton*
- Constitution today, The. Ashley, R. L. \$1.20  
*Macmillan*
- Curly Grahman, cowpuncher. Ames, J. B. \$1.75  
*Century*
- Cutting the cost of auto insurance in half. Bayern, H. A. \$1, \$1.50  
*Spectator Co.*
- Descriptive labels for botanic gardens. Gilbert, Carter, H. 60c.  
*Macmillan*
- Dixie Martin. North, G. M. \$1.75  
*Lothrop*
- Dog training by amateurs. Sharpe, R. \$3  
*Scribner*
- Economic waste of sin, The. Bower, L. F. \$1.75  
*Abingdon*
- Electrical equipment of the automobile. Blanchard, H. F. \$3.50  
*U. P. C. Bk. Co.*
- Electric wiring diagrams for motor vehicles. Codd, M. A. \$1.05  
*Spon & Chamberlain*
- Engineering in American industrv. Lauer, C. N. \$2.50  
*McGraw-Hill*
- Ethel opens the door. Fox, D. 75c.  
*Burt*
- Excellence in English. Callan, F. H. \$4.50  
*Devin-Adair*
- Expectancy. Eyton, J. S. \$2  
*Century*
- Finger-post, The. Dudeney, Mrs. H. E. \$2  
*Minton, Balch*
- Forage plants and their culture. Piper, C. V. \$3.80  
*Macmillan*
- Fundamentals of chemistry. Gray, C. W. \$1.68  
*Houghton*
- Gallants, The. Barrington, E. \$3.50  
*Atlantic*
- George Whitefield, prophet-preacher. Ninde, E. E. \$1.50  
*Abingdon*
- Germans in the making of America, The. Schrader, F. F. \$2  
*Stratford*
- Girl of the plains country, A. MacGowan, A. \$1.75  
*Stokes*
- Graphic selling charts. \$10  
*Spectator Co.*
- Greylight. Greene, Mrs. A. B. \$1.75  
*Century*
- Gypsies, The. Leland, C. G. \$3  
*Houghton*
- Gypsy fires in America. Brown, I. \$3  
*Harper*
- Handy reference 'atlas of the world, The. Bartholmew, J. \$4.50  
*Lauriat*
- Health habits. O'Shea, M. V. 80c.  
*Macmillan*
- Heating and hot water work. Dye, F. W. \$2.50  
*Spon & Chamberlain*
- Heidi. Spyri, Frau J. \$1.25  
*Albert Whitman*
- Herself and the houseful. Daly, T. A. \$2  
*Harcourt*
- His salvation. Harrison, N. B. \$1  
*Bible Inst. Colportage Ass'n*
- Historical terms and facts. Betten, F. S. \$1  
*Allyn & Bacon*
- History of the Tory party 1640-1714, A. Feil-ing, K. \$6  
*Oxford*
- Homeland. McCarter, M. H. 75c.  
*Burt*
- House of the lions, The. Banks, H. W. \$1.75  
*Century*
- Iceland fisherman, The. Loti, P. \$4  
*Stokes*
- Iliana. Bercovici, K. \$2  
*Liveright*
- Indian painting, etc. Brown, P. \$35  
*Oxford*
- Industrial geograpy. Whitbeck, R. H. \$1.72  
*Amer. Bk. Co.*
- Introduction to modern philosophy. Joad, C. \$1  
*Oxford*
- Joshua Barney. Paine, R. D. \$4  
*Century*
- King's Mountain men, The. White, K. K. \$5  
*Ruebush*
- Laugh it off. Gillilan, S. V. \$1.25  
*Forbes & Co.*
- Lessons in business. Roe, E. T. \$1.90, \$2.90  
*John A. Hertel*
- Leviathan. Bolitho, W. \$2  
*Harper*
- Life and times of Warren G. Harding. Chap-ple, J. M. \$3.50  
*Chapple Pub. Co.*
- Life of Cesare Borgia, The. Sabatini, R. \$2.50  
*Houghton*
- Life of the bat, The. Derennes, C. \$2  
*Harper*



- Life of William Pitt. Rose, J. H. \$7.50  
Harcourt
- Lives of busy neighbors. McFee, I. N. \$2  
Stokes
- London adventure, The. Machen, A. \$2  
Knopf
- Long, long trail, The. Baxter, G. O. 75c.  
Burt
- Losing gain, The. Upright, B. 75c.  
Burt
- "Louder please!" Calkins, E. E. \$2.50  
Atlantic Monthly
- Lovely day, A. Ceard, H. \$2  
Knopf
- Manual of tree and shrub insects. Felt, E. P.  
\$3.50 Macmillan
- Many dogs there be. Dyer, W. A. \$2  
Century
- Marquette readers, The. 60c.  
Macmillan
- Materia critica. Nathan, G. J. \$2.50  
Knopf
- Modern mathematics. Schorling, R. \$1.48  
World Bk. Co.
- Mongol in our midst, The. Crookshank, F.  
G. \$1.50 Dutton
- Moreland and Ibbetson. Henderson, B. \$1.50  
Stokes
- Moses. Langner, L. \$2  
Liveright
- My daughter Helen. Monkhouse, A. N. \$2  
Harcourt
- My message to Sunday school workers. Law-  
rance, M. \$2 Doran
- Obligations. Miller, E. Y. \$2  
Century
- One hundred ways of canvassing for life in-  
surance. Alexander, W. \$3.50  
Spectator Co.
- Organized theatre, The. Ervine, St. J. \$1.75  
Macmillan
- Our American churches. Sweet, W. W. 75c.  
Methodist Bk. Concern
- Pallierter. Timmermans, F. \$2.50  
Harper
- Partners in the conquering cause. 50c.  
Bd. of Administration United Brethren  
in Christ
- Peggy of Beacon Hill. Greig, M. \$2  
Small, Maynard
- Pen-portraits of the twelve. Clausen, B. C.  
\$1.50 Revell
- Periodical essayists of the eighteenth century,  
The. Marr, G. S. \$2.50 Appleton
- Pierre Cot type specimen of 1707, The. Mc-  
Murtrie, D. C. \$2 Ballou
- Pilgrimage, A. Bojer, J. \$1.75  
Century
- Pinocchio. Collodi, C. \$1.50  
Crowell
- Pointed people, The. Field, R. \$1.25  
Yale
- Poughkeepsie. \$3  
H. W. Reynolds
- Principles of preaching. Davis, O. S. \$2.50  
Univ. of Chic. Press
- Projects in furniture making. Adams, F. A.  
\$1.45 Bruce Pub. Co.
- Proverb stories of many lands. Berk, L. \$1.75  
Century
- Psychology from the standpoint of a be-  
haviorist. Watson, J. B. \$3 Lippincott
- Psychology of religious experience. Strick-  
land, F. L. \$2 Abingdon
- Psychology of the unadjusted school child,  
The. Morgan, J. J. B. \$2 Macmillan
- Race hygiene and heredity. Siemens, H. W.  
\$2 Appleton
- Radio for everybody. Lescarbours, A. C.  
\$1.50 Scientific American
- Riddle of the spinning wheel, The. Hanshew,  
M. E. and T. W. 75c. Burt
- River of seven stars, The. Frill, A. O. \$3.50  
Harper
- Rodman the boatsteerer. Becke, L. \$2  
Lippincott
- Roman history, Some problems in. Hardy,  
E. G. \$6 Oxford
- Roman life in the days of Cicero. Church,  
A. J. \$2 Macmillan
- Round the year in Pudding Lane. Addington,  
S. \$2 Little
- School chemistry, A. Flecker, O. J. \$1.20  
Oxford
- Schoolgirl Kitty. Brazil, A. \$1.75  
Stokes
- Second book in algebra, A. Durell, F. \$1.48  
Chas. E. Merrill
- Selected orations. Harris, A. M. \$1.75  
Cokesbury Press
- Seventh shot, The. Coverdale, H. \$2  
Chelsea House
- Singing jailbirds. 25c. U. B. Sinclair
- Sir Thomas More, selections, etc. \$1.20  
Oxford
- Sketches new and old. Twain, M. \$3  
Harper
- Social usage in America. Wade, M. \$2  
Crowell
- Songs of sorrow and praise. Cameron, D.  
\$2.50 Scribner
- Southern oligarchy, The. Skaggs, W. H. \$5  
Devin-Adair
- Spaniard's cave. Barbour, R. H. \$1.75  
Century
- Springs in the desert. Jowett, J. H. \$1.50  
Doran
- State Board questions and answers for nurses.  
Foote, J. A. \$3.50 Lippincott
- Stone's silent reading. Stone, C. R. 60c.  
Houghton
- Story of Dorset, The. Humphrey, Z. \$2  
Dorset Public Library
- Story of Madras, The. Barlow, G. 75c.  
Oxford
- Sufficiency of Christianity, The. Sleight, R.  
S. \$3 Doran
- Supervised study in the elementary school.  
Hall-Quest, A. L. \$2 Macmillan
- Surety and casualty salesmanship. Wilson, J.  
R. \$4 Spectator Co.
- Symphonies and songs. Moore, J. R. \$1.50  
Four Seas
- Tales of the old-timers. Bechdolt, F. R. \$2  
Century
- Talkers, The. Chambers, R. W. 75c. Burt
- Tarbell's teachers' guide. Tarbell, M. \$1.90  
Revell
- Teacher's year, The. Phillips, C. \$1.75  
P. J. Kenedy
- Textbook of zoology, A. Parker, T. J. \$6.50  
Macmillan
- These eventful years. \$11.50  
Encyclopedia Britannica
- Things I know about kings, celebrities and  
crooks. Le Queux, W. T. \$4 Stokes
- Three black bags. Angelloti, M. P. 75c.  
Burt
- Tom Brown's school days. Hughes, T. \$2.50  
Stokes

Torch, The. Willcox, Mrs. L. C. \$5 *Harper*  
 Triumph of Gallio, The. George, W. L. \$2  
*Harper*  
 True story of Humpty Dumpty, The. Chapin,  
 A. A. \$1.25 *Macaulay*  
 Tuberculosis. McLean, McD. \$1  
*Journal of Outdoor Life*  
 Type specimens. McMurtrie, D. C. \$2  
*Ballou*  
 Underlying principles of modern legislation,  
 The. \$3.50 *Dutton*  
 We and our health. Payne, E. G. \$1  
*American Viewpoint Soc.*

What does your child weigh? Lowry, E. B.  
 \$1.25 *Forbes & Co.*  
 When it was light. Stoddard, H. L. \$10  
*Yogi Pub. Soc.*  
 When Stuart came to Sitkum. Chisholm, A.  
 M. \$2 *Chelsea House*  
 Where our history was made. Faris, J. T.  
 \$1.08 *Silver, Burdett*  
 White jacket. Melville, H. 75c. *Burt*  
 Wilson and Farington. Rutter, F. \$1.50  
*Stokes*  
 Wings. Kelley, E. M. \$2 *Knopf*  
 Young people's work for young people. Kirk-  
 patrick, B. E. \$1 *Methodist Bk Con.*



## Old and Rare Books



Edited by Frederick M. Hopkins

THERE is a wide and steadily growing interest in books relating to printing as a fine art, as well as finely printed books. books.

AN edition de luxe of "Saint Joan" by Bernard Shaw, with designs in colors and black and white, by Charles Ricketts, limited to 750 copies, will be published this fall by Constable of London.

TWO unpublished stories by Napoleon, one of 600 words and the other of 2300 words, were published in *The Sphere* of London last month. The story of how these manuscripts were discovered was told with the publication of the shorter story.

IN the Boni & Liveright catalog of limited editions to be issued in the autumn is "The Complete Works of Eugene O'Neill," in two volumes. They will include a new play not hitherto published. The edition will be autographed and limited to 1200 numbered sets.

ERNEST BENN LTD. of London announced several weeks ago that Stanley Morison's "Four Centuries of Fine Printing" the stock of which had been reduced to 15 copies only, would be imme-

diately advanced from ten and one-half guineas to twenty-five guineas. The announcement was also made that a companion volume by Mr. Morison to be entitled "Fine Modern Printing" which will be a strictly limited edition at approximately twelve guineas net will follow.

THE Bibliophile Society of Boston announces the early publication of a volume which give promise of occupying a distinctive place in Dickens literature. It is entitled "Dickens in Cartoon and Caricature," and was compiled by the late William Glyde Wilkins who died before its publication could be undertaken. It will be printed on Holland paper, contain about 250 pages of letter press and 61 full page illustrations. Only a sufficient number of copies will be issued to fill advance orders.

DR. KENNETH B. MURDOCK'S monograph on "The Portraits of Increase Mather with some Notes on Thomas Johnson, an English Mezzotinter" which is to be issued from the William Gwynn Mather library of Cleveland, Ohio, in an edition of 250 copies, none of which will be for sale, is now well under way. It will be printed by Bruce Rogers from the recut types of John Baskerville now owned by the Harvard University Press, and the work will contain reproductions in copperplate



photogravure of all the ten known portraits of Increase Mather. The sheets are already off the press and in the hands of the binder.

**A**CCORDING to the latest reports the highest record of the auction season in Paris will be held by Molière's plays published in six volumes in 1734. Bound in red morocco precious to the discriminating French collector, enriched with five designs by Boucher, the volumes also contained Molière's autograph at the foot of a receipt of 440 francs, which was paid to him for services of his company at St. Germain, and also a receipt by Molière's widow. The set realized 200,000 francs, a new high record for Molière's books, the previous high record being 177,500 francs, which was paid for another edition in 1911.

**J**OHAN CLARE, an almost forgotten English poet, whose poems have been recently collected by Edmund Blunden and published by the Oxford University Press, was discussed at length in a recent issue of the *Sphere* of London by its editor, Clement Shorter. It appears that Clare is the special favorite of Northampton, whose public library has a large collection of letters, manuscripts and personal belongings of the poet. While the outside world knows little about Clare, Northampton cherishes his memory and writings by showing the greatest interest and respect for everything that was once his.

**M**AGGS BROTHERS of London announce the publication of a series of catalogs devoted entirely to books, manuscripts, views, portraits, autographic material, illuminated manuscripts and miniatures relating to Asia and the Philippines under the general title "Bibliotheca Asiatica." It will contain such rarities as manuscripts of the Koran, dating from the tenth and twelfth centuries; an unpublished manuscript cosmography with ten world maps, dated 1486; the Ptolemy of 1511 printed on vellum; illuminated manuscripts of Hafiz, Firdusi, and Nizami. A very interesting series of books of the greatest importance are those written by the Fathers of the Society of Jesus, including St. Francis Xavier's account of his arrival in Japan and his attempt at conversion of the Japanese, the first collection of Spanish Missionary Relations of 1555, and many other single reports and relations.

**K.** W. CHAPMAN has edited and the Oxford University Press has published Johnson's and Boswell's "Tour in the Hebrides" in one volume. Boswell's account of the journey is well known, being printed in many cases with the "Life" but many are unaware that Johnson has also described it at some length. With the two accounts brought together, with an accurate text and an adequate index, there is provided a valuable help to the study of Johnson. Apart from Mr. Chapman's emendations, double index and critical notes, there is a bibliography which will be useful. Nowhere is there greater interest in Samuel Johnson than in the United States and the finest collections of the great lexicographer are to be found here. It is not, therefore, surprising to learn that Mr. Chapman had to come to America for the unpublished manuscript of Boswell's remarks, which is the property of R. B. Adam of Buffalo. Another interesting disclosure which Mr. Chapman makes is that Malone, described by Boswell as "one of the best critics of the age," whose copy of the first edition of the "Tour" is also in the possession of Mr. Adam, was the editor of the "Tour" in its second issue.

## HENRY GEORGE & BARRON

16-20 Farringdon Avenue

LONDON, E.C.4. ENGLAND

Export Booksellers and Jobbers,  
Library and University Agents.

First Editions obtained on Publication  
and to order.

We are fully equipped to handle your  
British business.

Write for terms.

## LIBRAIRIE J. TERQUEM

1, RUE SCRIBE, PARIS

Export Booksellers and Bookbinders

Agents for Universities, Public Libraries and  
Institutions in America

Special ability for second-hand items  
Correspondence solicited

## ORIENTAL BOOKS

Indian and Persian Art, etc.

NEW PUBLICATION

Coptic Theotokia (The). Edited by De Lacy O'Leary, D.D., from the MSS. Vatican Cod. Copt. 38. Paris Bib. Nat. Copte. 23, 69, 81, etc., and the recently discovered fragments from Wadi Natrun. 4to. Sewn, pp. vi, 72. Price 10s. 6d.

LUZAC & CO.

46 Great Russell Street, London, W. O. 1



# MONTHLY BOOKTRADE DIRECTORY

## BOOKTRADE SPECIALTIES

*Published regularly on the first issue of each month*

**BRENTANO'S** FIFTH AVE. AND 27th STREET - NEW YORK  
*French—BOOKS—Italian*  
*Specialty In Latin American Books*  
*Spanish—BOOKS—German*  
 Publications previously issued by W. R. Jenkins Co.

World's Largest Line of Dictionaries (English and Foreign) Published by one House

### English - DICTIONARIES - Foreign

Business, Reference and Text Books  
 Diaries and Address Books

LAIRD & LEE, INC. CHICAGO

### PITMAN'S

TECHNICAL, SCIENTIFIC  
 ARTS & CRAFTS, VOCATIONAL  
 LANGUAGE & BUSINESS MANUALS  
 SHORTHAND & TYPEWRITING

Send for List 2 W 45th St., N Y.

A directory of publishers and book-sellers, in one volume.

### American Booktrade Manual

Price \$5.00

*Published by*

THE PUBLISHERS' WEEKLY

### NOTICE

#### ON LOOKING UP PRICES

If at any time you don't find a publishers list in the Trade List Annual, write direct to him about the omission. A missing catalog is not the fault of the binder of the big book.

### AIDS TO BOOKSELLING

#### The Book Review

A literary magazine with signed reviews of leading titles and classified descriptive lists of the latest books, constituting a retail book-selling publication to draw trade. Issued every month except June, July and August.

#### Books of the Month

A concise shopping guide to the latest books that fits a business envelope. May be mailed with letters, bills, or statements without additional postage cost. Issued monthly.

# MONTHLY BOOKTRADE DIRECTORY

## BOOK MAKING

*Published regularly on the first issue of each month*

### HARMON & IRWIN, Inc.

395 Lafayette Street and  
 21 and 23 E. 4th Street, New York  
 Edition Binders, Leather and Cloth. High-grad catalogs and pamphlets.  
 Telephone Spring 6580

### THE AMERICAN BOOKBINDERY AND STRATFORD PRESS, Inc. BOOK MANUFACTURERS

Composition—Electrotyping—Printing—Binding  
 FROM MANUSCRIPT TO BOUND BOOK  
 406-426 West 31st Street, New York

### VAN REES BOOK BINDING CORPORATION

Edition Binders—Cloth and Leather  
 304-322 HUDSON STREET  
 NEW YORK

Tel. Canal 3451  
 " 10054

### L. H. JENKINS, Inc. Richmond, Va.

Edition Printing and Binding Exclusively  
 Modern Equipment Large Output  
 High Grade Work

Floor Space 90,000 sq. ft. Large Storage Facilities

## MONTHLY BOOKTRADE DIRECTORY

## BOOK MAKING—Continued

Published regularly on the first issue of each month

**THE PLIMPTON PRESS**

Norwood, Mass.

**Complete Edition Work**All kinds of Book Printing. Binding in  
Cloth and Fine Leather.**"Perfect Bookmaking in its entirety"****Holliston Book Cloths**

— Samples upon request —

**The Holliston Mills, Inc.**

Boston - Chicago - New York - St. Louis

**VAN REES PRESS**

BOOK MANUFACTURERS

Composition; School Book, Color Process and Map  
Printing a Specialty.**518-534 West 26th Street  
New York****W. B. CONKEY COMPANY,**

Chicago Hammond, Ind. New York

**Composition, Electrotyping,  
Presswork and Book Binding****The Most Complete Plant for Manufac-  
turing and Distribution in the West**

Est. 1893

Chickering 8667

**H. WOLFF**Capacity 50,000 Books Daily  
Book Manufacturing in every detail and  
of every description. Large runs in rec-  
ord time our specialty.**518-534 West 26th St., New York****BINDING, EDITION WORK****D. S. BRASSIL BINDERY****41-43-45-47 Elizabeth St., New York City**  
Telephones: 0280, 0281 Franklin**J. J. LITTLE & IVES COMPANY**

THE PLANT COMPLETE

425-435 EAST 24th STREET, NEW YORK CITY

**TYPESETTING :: ELECTROTYPING :: PRINTING :: BINDING****THE WELL-MADE BOOK COSTS NO MORE**

Quality

Service

**THE BUTLER WARD COMPANY, Inc.**EDITION BINDING  
LEATHER AND CLOTH34-44 HUBERT ST. NEW YORK CITY  
Tel. Canal 0693-0694-0695**McNAMEE****BOOK BINDING CO., Inc.**

426-428 West Broadway

**Edition Binding in Cloth and Leather**Tel. Canal 9907  
9985

New York

**A directory of book publishers and  
another of booksellers, in one vol-  
ume, up to date. \$5.00.****The Publishers' Weekly.****INDEXING**

THUMB and FLAT

Catalogues a specialty

**D. T. S. DENISON**

40 East 22nd St.

Tel. Gram. 0150

**J. F. TAPLEY COMPANY**

Established 1850

**BOOK MANUFACTURERS**Telephone  
Stillwell 8570-1-2-3

Metropolitan Building

Long Island City, N. Y.

Issued Every Saturday

# The Publishers' Weekly

62 West 45th St., New York

R. R. BOWKER CO., PUBLISHERS

## DIRECTORS

R. R. BOWKER - President and Treasurer  
 FREDERIC G. MELCHER - Vice-President  
 JOHN A. HOLDEN - Secretary-Business Manager  
 ALBERT R. CRONE - Assistant Treasurer-Promotion  
 MARIAN LEYPOLDT OSBORNE

Subscription Terms: In Zones 1-5, \$5; in Zones 6-8, and Canada, \$5.50. Foreign, \$6. Single copies, 15 cents. Educational Number, bound in cloth, \$1.00. Christmas Bookshelf, 25 cents.

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, London, W. C.

## ADVERTISING

Front Section (full pages only) .....\$75.00  
 One page .....\$60.00 Half page ..... 35.00  
 Quarter page .... 20.00 Eighth page ..... 10.00  
 The above rates are unspiced positions.  
 Higher rates for Summer Reading, Educational  
 Number and Christmas Bookshelf.

# The Weekly Book Exchange

Books Wanted and For Sale

Under Books Wanted subscribers are charged 15c a line (no charge for address); all other classified ads. 20c for each line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

# "Copy" Lost for This Weeks "Books Wanted"

Thru unfortunate mischance most of the "copy" for 10 pages of "Books Wanted" which should have appeared in this issue was lost between the editorial and printing offices. Every effort to trace the package has failed.

As these advertisements are set from the original letters *we are obliged to ask subscribers to repeat their lists.*

We feel the deepest regret at causing our subscribers this delay and annoyance.

*The Publishers' Weekly*



## BOOKS WANTED

- William Abbatt, Tarrytown, N. Y.  
Pages from a Country Diary, Somers.
- W. H. Andre, 607 Kittredge Bldg., Denver, Col.  
Set of American Nation, by Albert Bushnell Hart.
- A. S. Arnold, Box 36, Metuchen, N. J.  
Books on Ancient Egypt, Hieroglyphs, History, etc.  
Odd vols., Egyptian Exploration Societies.
- Wm. Ballantyne, 1409 F St., Wash., D. C.  
Atherton, Intimate History of California.
- Book Shop, 219 N. Second St., Harrisburg, Pa.  
Cities of Italy, Symons.
- C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York
- Schofield's General Telegraph A B C 5th Improved.  
Peterson Banking, Sampler's Code.  
Western Union, Lieber 5-Letter Codes.  
Any American-Foreign Language Code .
- Book Shop, 136 Park Pl., Johnstown, Pa.  
Jui Jitsu, second-hand copy, by Capt. Smith.
- Boston Bookman, 104 Robinwood Ave., Boston 30  
R. L. Stevenson, all items; all catalogs.
- Morris H. Briggs, 5113 Kimbark Ave., Chicago  
Anything by, about or referring to Roosevelt, Lincoln and Wilson; first editions, pamphlets, autographs, songs, songsters, cartoons, scrapbooks, memorials and broadsides especially wanted.  
Anything, especially pamphlets on California, Ore., Mormons, Indians, Texas, Ariz., Ill., Chicago and other Far and Middle Western material.  
Lists or catalogs of first edns., Americana and miscellaneous books welcomed at all times; describe fully; quote best prices, prepaid for cash.
- Campion & Co., 126 S. 16th St., Phila.  
Tommy Toodles, Lee.
- Carson Pirie Scott & Co., 1 S. State St., Chicago  
Hardy and Half Hardy Annuals, Charles H. Curtis, pub. Stokes Co.
- Columbia University Lib., New York  
Adams, Henry, History of U. S. during first administration of Thomas Jefferson, vol. 1, Scribner.  
Negri, Gaetano, Julian, the Apostate, 2 vols, Scribner.  
Farnell, Life of the Troubadours, Scribner.  
Weller, Athens and Its Monuments, Macmillan.  
Auerbach, Berthold, On the Heights, trans. by Simon Adler Stern, Holt, 1907.  
Holland, F. W., The Rise of Intellectual Liberty from Thales to Copernicus, Holt, 1885.  
American Philosophical Society, Philadelphia, Committee of History, Moral Science and General Literature, Transactions of the Historical and Literary Committee, vol. 3, part 1, Philadelphia, Small, 1843.  
Central-Comité der Schiller-gedenkfeier, Chicago, Zur würdigung Schiller's in Amerika, Erinnerungsbilder en die hundertste wiederkehr von Schiller's todestag, Chicago, Koelling and Klappenbach, 1905.  
Littell's Living Age, a complete index, by Edward Roth, Philadelphia, Roth, 1891.  
Howells, W. D. A., A Hazard of New Fortunes, Boni-Liveright, 1917.  
Decorative Furnisher, 1922, vol. 41, no. 4, January, Cawthra.
- Dauber & Pine, 83 Fourth Ave., New York  
Middleton, Poems and Songs, 1st ser.  
Charnock, History Marine Architecture.  
Mackintosh, Elect. Theory of the Universe.  
English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.
- Davis & Nye, 60 Bank St., Waterbury, Conn.  
The Collector's Manual, by N. Hudson Moore, Stokes.

Chas. H. Dressel, 552 Broad St., Newark, N. J.  
Wyllie, Marine Painting in Water Color.

Edward Eberstadt, 25 W. 42nd St., New York  
California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder, 239 Post San Francisco  
The Beach of Dreams, Stackpole.  
Ariel, Shelley, 1st ed.  
Siberia and the Exile System, Kennan.

Fowler Bros., 747 Broadway, Los Angeles, Cal.  
2 vols., Life of Heloise and Abelard, George Moore.  
Legends of The Flowers, Mantagaggi.

Gammel's Book Store, Austin, Texas.  
Anything on Texas.

Hawaiian News & Thrums, Ltd., Bk. Dept., Honolulu  
Armstrong, Around the World with a King.  
Hopkins, Manley, Hawaii Past and Present.  
Ellis, Tour of the Sandwich Islands, 4 vols.;  
Polynesian Researches, 2 vols.  
Kalakaua, Legends of Hawaii.  
Wilson & Evans, Aves Hawaiiensis.  
Stoddard, Isle of Tranquil Delight.  
Moore, Sir Thomas, Life and Letters of Lord Byron.  
Jarves, Sandwich Islands Missions.  
Young, Lucien, Boston in Hawaii.  
Bingham, Sandwich Islands.  
Dibble's History of Sandwich Islands.

Hochschild, Kohn & Co., Baltimore  
Charles O'Malley, 2 vols., Lever, illus., Cruick shank.

Holliday Bookshop, 10 W. 47th St., New York  
Saltus, Edgar, Anatomy of Negation.

John Howell, 328 Post St., San Francisco, Cal.  
Ranke, History of the Popes.  
Textile Kunst and Industrie, Hugo Wilsch.  
Mrs. Palliser's Lace Book.  
The Book of Mormon, Liverpool, 1841, 2nd Am. ed.  
Madame D'Arblay Memoirs, cloth, vols. 6 and 7 only, 1st ed.  
An Englishman in Paris, Anon.  
Hearts and the Diamond and other books, by G. Beaumont.  
Four Leaved Clover, by Carolus Ager, C. K. Field.  
Chatterton Ship Models.

H. R. Hunting, Myrick Bldg., Springfield, Mass.  
Dictionary of Greek and Roman Biog. and Mythology ed., by Wm. Smith, 3 v.

Internat'l Art & Science Bk. Co., 35 Nassau St., N.Y.  
Scientific Periodicals in sets or long runs.

John A. Lavender, 266 River St., Troy, N. Y.  
The Spoon, Westmark.  
Ernest Seton Thompson, set.  
Nature Library, D. P. Co.  
Applied Psychology, Hilton, 12 vols.  
Early American Silversmiths, Hallis French.  
Hastings Ency. of Religion, 12 vols.  
Jeweler and Silversmith's Books, any.

Lamar & Barton, 5th & Grace Sts., Richmond, Va.  
The Complete Science of Wrestling, Hackenschmidt.

Little Book House, Nantucket, Mass.  
Letters from an American Farmer, de Crevecoeur, London, 1782.  
Credible Chronicles of Patchwork.  
Village, Sconset by the Sea.  
Genealogy of Macy Family.  
Euer's Map of Nantucket, mention size and date.

Lord & Taylor Book Shop, 5th Ave. at 38th St., N.Y.  
Between Two Thieves, by Richard Dehan, pub. Stokes.

**BOOKS WANTED—Continued**

Newbegin's, 358 Post St., San Francisco, Cal.  
California Books, Pamphlets, and old Pictures  
wanted; any and all items; cash with orders;  
also want early Voyages to the Pacific Coast, and  
narratives.

Normandie Book Co., Morristown, N. J.  
First eds. Bernard Shaw, Bierce, Cabell, O. Henry,  
Poe, Kipling, Trollope, Marryat, Pater.

Pilgrim Press, 14 Beacon St., Boston 9  
Dill, Roman Society from Nero to Marcus Aure-  
lius.

Charles T. Powner, 177 W. Madison St., Chicago  
Family, Town, County and State Histories

Princeton Univ. Store, Princeton, N. J.  
Henderson, G. F. E., Stonewall Jackson, Longmans,  
please quote.

Rare Book Co., 99 Nassau St., New York  
Christian Science Books and Pamphlets.

Reznick, Menschel & Co., 40 Canal St., New York  
Jewish Encyclopedia, complete or single vols.  
Bible Commentaries, Novick.  
Bible Commentaries, Kittel.  
Wit and Humor, Friedlander.  
Israel in Europe.  
Jewish Life in Middle Ages.

Sather Gate Bk. Shop, 2235 Telegraph Ave., Berke-  
ley, Cal.

Chambers, Book of Days, 2 vols., 1891, pub. by Lip-  
pincott.  
Harper's Encyclopedia of U. S. History from 458  
A. D. to 1912, Harper.  
Hodgson, How to Identify Old China.  
Masters in Art, except 1900 to 1906, bound in cloth.  
Warner's Library of the World's Best Literature,  
31 vols.

Shepard Book Co., 408 S. State St., Salt Lake City  
Harvard Classics, vol. 42 only, red or maroon cloth.

C. Everette Smith, 3508 Wilshire Boul., Los Angeles  
The following published by Elliot Stock London.  
Want only large or handmade papers eds. of:  
Pleasures of a Book-Worm, J. Rogers Rees, 1886.  
Spirit and Influence of Chivalry, John Batty, 1890.  
Divisions of a Book-Worm, J. Roger Rees, 1886.  
Rambles in Book Land, Wm. Davenport Adams,  
1889.

American Etchings, 20 original etchings by Moran,  
Parrish, Ferris, etc., Descriptive Text and Bio-  
graphical matter by Koehler, pub. Estes & Lau-  
riat, 1886, 1 vol.

Beaux Arts Society, 25 remarque etchings, de-  
scriptive catalogue in English, Paris, 1878, 2 vols.  
Cooper, James Fenimore, Iroquois ed., Putnam, 33  
vols.

Crozat Gallery, 2 vols. folio, Paris, 1729.

## The Hamilton, Locke and Clark Interlinear Translations

Have long been the Standard and are  
now the *Best Translated* and *Most  
Complete* Series of Interlinears published.

Price \$2.00 each

VIRGIL

CÆSAR

HORACE

CICERO

SALLUST

OVID

JUVENAL

LIVY

CORNELIUS NEPOS

HOMER'S ILIAD

XENOPHON'S ANABASIS

David McKay Co., Philadelphia

## Announcement to the Trade

OUR MR. A. M. MAC-  
MILLAN is now lo-  
cated at the Prince George  
Hotel, Fifth Ave. and 28th  
Street, (Room 724) New  
York City, with a full line  
of our publications where  
he will be glad to receive  
the trade.

❧ ❧

HENRY ALTEMUS COMPANY  
PHILADELPHIA



**WORLD SYNDICATE COMPANY, Inc.**  
110 West 40th Street, New York

**Bibles - Testaments - Dictionaries  
and Other Worth-while Books**

*Advanced Methods in Printing and Binding.*

**Quantity Production—Low Overhead—Large Sales**

*Send for our catalog and prices.*

*Satisfaction Guaranteed*



## BOOKS WANTED—Continued

## C. E. Smith—Continued

Declaration of Independence, a broadside, Riverside Press.

Salmagundi Club, History of, Riverside Press.

Benson, Frank W., Etchings and Drypoints, Parts I and II, Riverside Press.

Bibliophile Society, quote all items.

London Art Journals for 1896, 1906, 1907, 1908, 1911.

J. E. Spannuth, 521 Harrison St., Pottsville, Pa. [Cash]

Newspapers printed before 1870, either single nos. or bound vols.

## G. E. Stechert &amp; Co., 31 E. 10th St., New York

Allen, Swimming Pools, Chicago.

Ambler, Sectionalism in Virginia, Chic. Pr.

American Competition, vols. 1 to 4, any.

Audsley, Art of Organ Building.

Batchelder, Principles of Design.

Bigelow, Procedure in England, 1880, Boston.

Canadian Entomologist, set.

Cummings, Russ Amer. Relations, Harcourt.

Garden and Forest, vol. 10, 1897.

Gauss, Curved Surfaces, Princeton.

Gayley, Shakespeare and Founders Liberty, Mac.

Harvey Society Lectures, 1920-21, Lipp.

Hornaday, Our Vanishing Wild Life, Scribner.

Hurd, Princ. City Land Values.

Johnson, Stephen A. Douglass.

Koch, Books in the War, H. M.

Lowther, Encycl. Practical Horticulture.

Marsh, Introd. to City Planning, N. Y.

Paulsen, Kant, His Life and Doctrine, Scribner.

Roosevelt, New Nationalism, Outlook.

Roman Farm Management, Macmillan.

Schouler, Thomas, Jefferson, Dodd.

Sinclair, Development of Locomotive Engine.

Singleton, French and English Furniture.

Society Automotive, Eng. trans., 1919 and foll.

Story, Life and Letters Joseph Story, Boston.

Stevenson, Polit. Hist. Public Lands, Badger.

Taussig, Inventors and Money Makers, Mac.

University Nebraska Studies, vol. 20, nos. 1-2.

Williams, Life R. B. Hayes, H. M.

Woodruff, Tropical Light on Whitemen.

## Harry Stone, 137 Fourth Ave., New York

Kipling, any title in pamphlet form, English or American.

Old New York prints.

Old New York maps, no folders.

Old railway prints.

Lithographs by Currier and Ives.

## E. H. Stuck, 312 Washington Ave., Scranton, Pa.

Cameron, A. G., Torrens System.

Deed Registration Houghton, Mifflin, 1915.

## Their Book Shop, Colorado Springs, Col.

An Englishman in Paris, Anonymous.

Max Muller's Ramayana, 1 vol.

## L. M. Thompson, 24 Stone St., New York

English Notes, Boston Daily Mail Office, 1842; this was a Yankee Nation Extra, pub. in connection with the periodical, The Yankee Nation.

Hamlet, Tonson, London, 1734.

As You Like It, Tonson, London, 1734.

Walker issues of Shakespeare Plays, 1734-5.

## Univ. of Oregon Lib., Eugene, Ore.

Froude, James A., English Seamen in the 16th century, 9 copies.

Chesterton, G. K., The Ball and the Cross, 3 copies.

Landor, A. H. S., In the Forbidden Land.

## A. G. Vrooman, 329 E. Colorado St., Pasadena, Cal.

Loeb, Mechanistic Conception of Life.

## John Wanamaker Bk. Dept., New York

Life of Principal Rainy, by Simpson.

## Western Book Store, 1715 W. Madison St., Chicago

Nietzsche's Works, used, good eds.

## BOOKS FOR SALE

## A. W. Munson, 1524 Melrose Ave., Seattle, Wash.

Mosher's Bibelot, 21 vols, excellent fine condition. Henry Irving, The Drama, 1893, lt. 300 copies, autographed.

E. A. Poe, Booklover Edition, Putnam, 10 vols., ltd., boards.

Roswell Field, Bondage of Ballinger, ltd. 212 copies, signed.

History of Standard Oil Co., Tarbell, new.

Make offer.

## Reznick Menschel &amp; Co., 40 Canal St., N. Y.

Legends of the Jews, by Glick, 5 vols., new, Heb. & Eng., \$12.00.

Songs of Songs, beautifully illustrated, Heb. & Eng. texts, \$10.00.

## A. F. Von Blon, 416 Franklin Ave., Waco, Tex.

Brooks, Story of Cotton, 300 copies, 65 per cent off list, any quantity.

Gifford's Everyday Arithmetic, 1919, Mental, 65 per cent off list, any quantity.

## BOOK-TRADE OPPORTUNITIES

(Twenty Cents a Line)

## BUSINESS WANTED

WANTED—Bookstore, small; handling new and old books; middle western or western city. Cash or terms. Up to \$5,000.00 cash. E. H. Dockery, Room 928, 466 Lexington Ave., New York, N. Y.

## POSITIONS OPEN

THE EMPLOYMENT BUREAU of the Booksellers' League has a file of applicants for positions in the trade, shipping, retailing, manufacturing, traveling, editorial, etc. Firms looking for competent help will kindly communicate with Mr. Holden, Manager, care Publishers' Weekly.

## POSITIONS WANTED

OPEN for engagement after Sept. 1st, a bookman of wide experience in merchandising organization and practice, and in particular the buying and selling of books and stationery. Address D. O. W., care Publishers' Weekly.

PUBLISHER'S REPRESENTATIVE, selling on commission basis to trade east of Chicago, can handle additional lines. The territory is thoroughly covered, and advertiser has best references from firms now represented. O. P., care of Publishers' Weekly.

## REMAINDERS

THE Syndicate Trading Company buys entire remainder, large and small, of editions of saleable books. Sample may be submitted at any time of the year. Syndicate Trading Co., Book Department, 2 Walker St., New York. Telephone Canal 1080.

## SPECIAL NOTICES

WANTED—A publisher for a new edition of a standard work on American History, the plates and cuts of which are ready for use. Should be sold by subscription. Burdock, care of Publishers' Weekly.



Good books deserve good bindings

Publishers of good  
books specify

***Interlaken Book Cloth***

*The standard since 1883*

INTERLAKEN MILLS, PROVIDENCE, R. I.—NEW YORK OFFICE, 18 THOMAS ST.

AGENTS IN ALL THE PRINCIPAL CITIES

**KEEP  
THIS  
IN  
MIND**

Subscribers to the PUBLISHERS' WEEKLY are entitled to have additional subscriptions entered for clerks or other members of their staff at \$3 per year. Many firms have already taken advantage of this special low rate by ordering copies for every staff member at an important post.

THE PUBLISHERS' WEEKLY

***Just Out***

(4000 Authors' Addresses)

A Reference Book for Every  
Publisher

**WHO'S WHO IN LITERATURE  
1924**

Edited by Mark Meredith, London, 1924. 528 pages, 8vo, cloth.

**Price \$3.75**

A newly revised address list of living English authors, their homes and clubs. Also 300 American and Canadian authors. Each author's books are listed, the dates of publication and the English publishers of same.

Extremely valuable data for the American publisher.

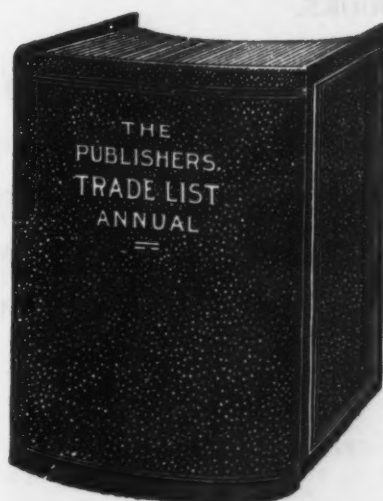
**R. R. BOWKER CO.**

American publishers of  
Who's Who in Literature

62 W. 45th St. New York

**1924**

**Ready Immediately**



*Price \$4.50 Net*

**R. R. Bowker Co.**

62 W. 45th St.

New York

[Ready for Children's Book Week (November 9-15]

## *For Parents, Teachers, Children and the friends of children*

### YOUR CHILDREN'S BOOK LIST

A 52-page catalog of books for boys and girls, bound in sturdy cover stock, printed in color throughout and with many attractive illustrations—The Bookshelf for Boys and Girls affords you a means to answer every inquiry as to just *what Book* to buy or give a youngster.

People will be asking *what book* as the great Book Week campaign becomes nationally advertised, and they are demanding more and more care in the standard of the books that boys and girls shall read. The Bookshelf is *your* answer—compiled by experts on the best books.

To get maximum returns from your advertising see that it reaches the greatest possible number of buyers. We have made it possible for you to reach every prospective purchaser in your community economically. The Bookshelf is priced so low as to enable you to give it much wider distribution than more expensive catalogs.

*"Surely, no better medium could be used for developing the Juvenile  
Brentano's*

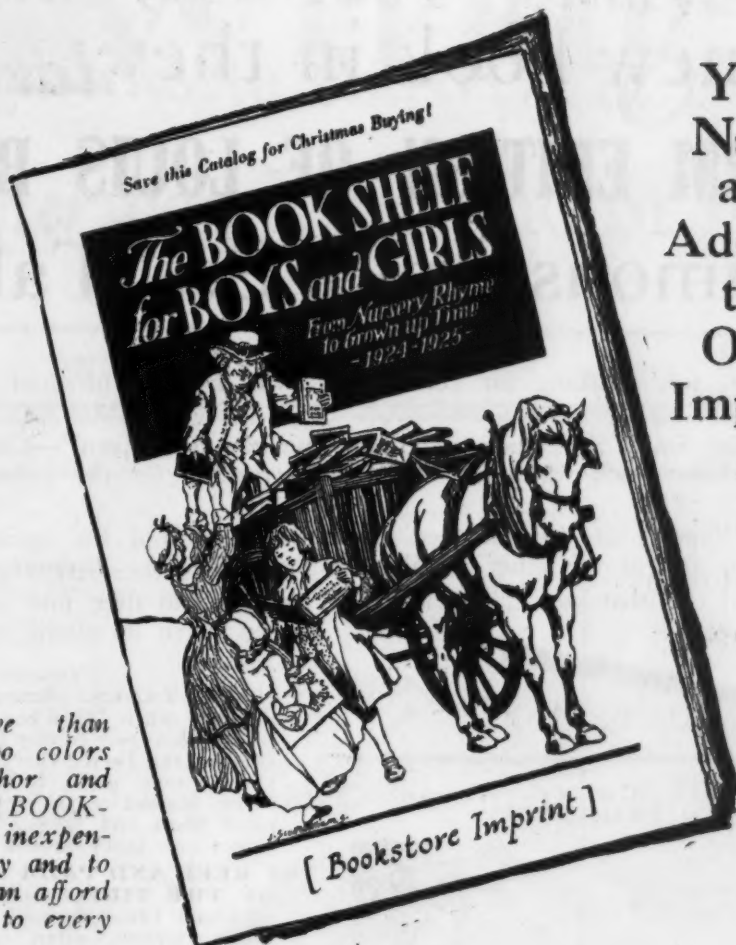
*"The Bookshelf is a valuable adjunct to the sales of a bookstore."*

J. K. Gill Company

*"We are especially glad to tell people to whom we give it that it is compiled by authorities on children's books."*

Hampshire Bookshop

0-15 Afterwards for Holiday Business.. Always a sales stimulator]



Your  
Name  
and  
Address  
the  
Only  
Imprint

More attractive than ever before—two colors throughout—author and title index—THE BOOK-SHELF is so inexpensive both to buy and to mail that you can afford to give it out to every prospect.

### RATE SCHEDULE AND ORDER FORM

Single copy	.....	\$ .10
25 copies	.....	2.00
50 "	....	3.00
100 "	....	6.00
250 "	....	14.00
500 "	....	25.00
1000 "	....	45.00
5000 "	....	200.00

Imprint \$1.50 extra  
per order  
F. O. B. New York

Date.....

R. R. BOWKER CO., Publishers  
62 West 45th St., New York

Send us promptly in publication (October 15th).....  
copies *The BOOKSHELF for BOYS and GIRLS*, 1924.

Ship via .....

Bill us as per rates shown here.

Signed

IMPRINT AS BELOW ON FRONT COVER



# The "Louis Becke" Revival grows with the publication of each new book in the **UNIFORM EDITION OF LOUIS BECKE'S** **Famous South Sea Tales**



LOUIS BECKE

## High Praise from Critics:

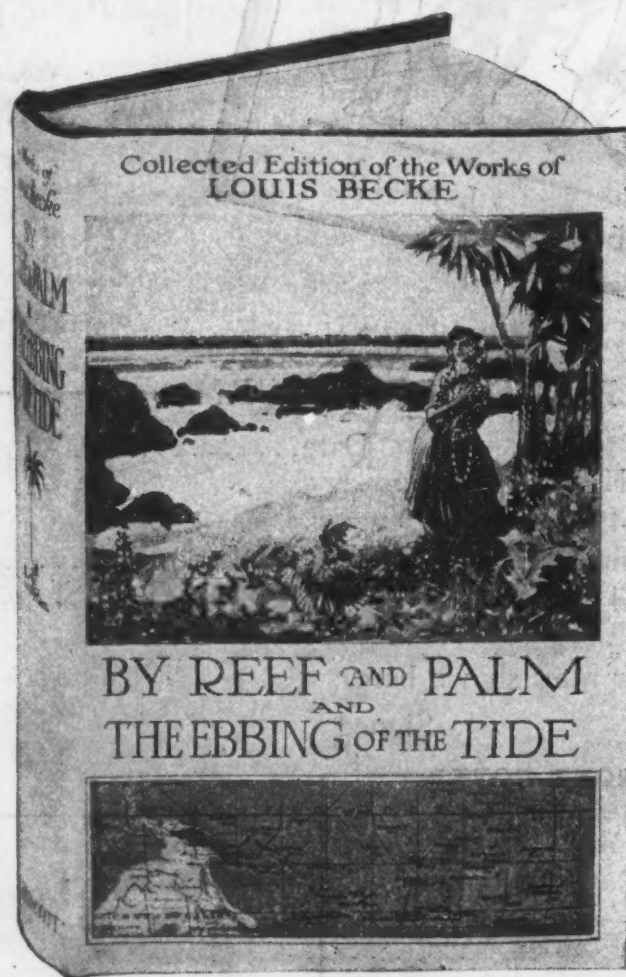
"Every one who has a liking for good stories will feel the force of Louis Becke."—*Boston Transcript*.

"A picture of the South Seas such as no one else has ever given."—*Chicago Post*.

"A score of stories which whet the eagerness of readers for the volumes to come."—*Boston Herald*.

"Pacific Island experts say that he gets the atmosphere and the spirit of the South Seas better than any of the other popular writers."—*Chicago Tribune*.

"The collection is one that you may read until wearied and then find just as absorbing when taken up again."—*Boston Globe*.



## Published

**PACIFIC TALES.** Strangely true stories of the days when "bluff-bowed old wave-punchers plunged their clumsy hulls into the rolling swell of the Pacific carrying their 'trade' of knives, axes, guns, bad rum and good tobacco, instead of, as now, white umbrellas, paper boots and shoes, German sewing machines and fancy prints." \$2.00

**BY REEF AND PALM AND THE EBBING OF THE TIDE.** Still stranger romances of island life—the loves of white men and brown women, often cynical and brutal, sometimes exquisitely tender and pathetic. \$2.00

**RODMAN THE BOAT STEERER.** Tales of mutiny on whaler and pearl ship, of savage peace and war, of human nature, white and brown, in the beach-combing days in the Pacific, "when every white man lived like a prince and died in his boots from a bullet or a spear." \$2.00

## Publication Date, September '6th

**HELEN ADAIR.** There is a mystery about Helen Adair, dark, silent, hauntingly beautiful, a girl of obvious refinement and education—yet confessing in open court to a criminal charge. An unusual romance of loyalty and daring in the rescue of political prisoners from the old Convict Colony of New South Wales. \$2.00

## Other Volumes in Preparation

*The Jackets in Four Colors Are Unusually Artistic and Attractive.*

**J. B. LIPPINCOTT  
COMPANY**  
Philadelphia